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TAKING A RESPITE — An elderly Serbian couple resting Thursday in front of their was reported after daybreak Thursday in Croatia, although Croatian officials said the home, which was destroyed in recent heavy fighting in Vukovar, Croatia. No fighting Serb-led forces broke the peace several times overnight near Vukovar and Vinkovci.

U.S. Considers Sharp Cut in Multiple-Warhead Missiles

WASHINGTON - In preparation for President George Bush's State of the Union address next week, the White House and the Pentagon are considering plans to sharply reduce or elim-inate long-range nuclear missiles with more than one warhead, according to administration

Some of the cuts, most likely in American land-based multiple-warhead missiles, would be made without conditions, while others would hinge on the response of the four former Soviet republics with long-range nuclear weap-ons. These republics, which operate under a

and Kazakhstan.

Several senior administration officials said the plan to be presented was still being refined but it was expected that Mr. Bush would be able to announce the broad proposal on Tuesday in the State of the Union Message.

Multiple-warhead missiles, introduced in the early 1970s, have been the core of American and Soviet long-range nuclear forces, and at the time they were introduced were considered the greatest obstacle to arms reduction efforts. Their elimination or reduction now would be a significant step in controlling the growth of nuclear arsenals. It is made possible by the

These missiles carry as many as 10 warheads each. The weapons, known as Multiple Inde-pendently Targetable Re-entry Vehicles, or MIRVs, are extremely difficult to keep track of with oormal surveillance techniques.

The multiple warheads are placed on missiles in underground allos or on missiles carried aboard nuclear-powered submarines. They can hit as many targets as there are warheads, and were considered extremely threatening because an all-out first strike using such weapons could, in theory, destroy or severely damage all or

recent collapse of the Soviet Union and its most of a country's land-based missiles and

prevent it from retaliating.
This forced both of the superpowers to use increasing numbers of submarines as a retaliatory force at sea, one more likely to be safe from

The idea of eliminating multiple-warhead nuclear missiles is not new. Brent Scowcroft, Mr. Bush's nadonal security adviser, has advo-cated such a plan for nearly a decade as a way to remove the threat of a first strike against the

The Soviets, however, relied much more on their sile-based missiles than the United States, See BUDGET, Page 2

U.S. to Speed Up Relief to Republics

But Allies at Conference Disagree On Who Should Lead the Aid Effort

By Paul F. Horvitz

WASHINGTON - The United States on Thursday announced an accelerated airlift of supplies to the former Soviet Union as a global conference on emergency aid ended in general barmony despite differences over who should

Secretary of State James A. Baker 3d said the air force would fly 54 sorties of C-5 Galaxy cargo aircraft carrying medical supplies and food. Each of the 12 former Soviet republies will receive supplies, he said, "provided they can be delivered safely."

The flights, from Frankfurt, will begin Feb. 10 and continue for two weeks, Mr. Baker said, He has dubbed the airlift "Operation Provide

Military and foreign aid teams will be dispatched immediately to make sure the aid reaches hospitals and orphanages, and by next week the United States will have diplomance lics, he added.

Mr. Baker also said the United States would help transport privately donated supplies, pro-vide excess military medical supplies, help bring up to 3.000 farm volunteers to the repub-lics and help launch a training program in "grass-roots democracy."

The U.S. airlift has actually been in operatioo for the past six months, with U.S. cargo planes flying intermittently to many of the former Soviet Union's major cities, providing hlankets, medical supplies and surplus food. Germany has already flown about 300 sorties to the former republics, according to a German

The announcement of 54 more flights appears to speed up the U.S. relief process.

Many of the delegates from 47 countries and seven internacional organizations who attended praised the Washington aid conference. There were strong undercurrents of disagreement,

Some appeared to reflect a broader tension between the United States and Europe over global leadership in the post-Cold War era. The Italian foreign minister, Gianni De Michelis, said that the former Soviet republics would be invited to a follow-up coordinating

conference to be held by the European Com-

munity in Lisbon in the spring. The republica were not invited to the Washington conference reportedly because the State Department feared that there would be excessive competi

oon among them for aid pledges.
Russia and the other republics will be briefed on the Washington conference in Minsk next

week, Mr. Baker said. Mr. De Michelis said the EC should lead the aid effort, and his French and German counterparts here agreed.

The German foreign minister, Hans-Dietrich Genscher, indicated late Wednesday that a fleeting dispute had arisen over the role NATO should play. Some North Atlanoc Treaty Orga-nization members, he said, were taking "a rather dogmatic attitude" by urging that NATO be given a leading organizational role. Mr. Genscher did not name the members,

but he appeared to be referring to the United States, which dominates NATO's military

Organizations such as the EC, the Group of Seven industrialized nations and the Organizadoo for Economie Cooperation and Development are already prepared to coordinate the Russian aid effort, Mr. Genscher said. He added that NATO foreign ministers decided last month in Brussels that NATO would have a subsidiary role by providing transportation

when requested. A French official said: "We have enough internacional organizations already to address

Mr. Baker did not refer to the issue Thursday, except to say that "NATO has offered to provide logistical support."

Germany, as head of the G-7 this year, is in the best position to handle on-the-spot coordination of aid, the French official said.

Mr. Genscher also expressed displeasure a Japan's refusal to commit itself to additional aid because Moscow has not concluded an agreement with Tokyo over Japan's demand for return of four of the Kuril Islands. The islands, off Japan's oorth coast, were occupied by the Soviets after World War II.

Japan on Thursday offered to hold a third international cooference after Lisbon. Mr. Genscher said that developments in the former Soviet Union would be a central issue

See AID, Page 2

Japan Inc. Strikes Out in Los Angeles, but Strikes Back in Seattle

Contract for Sumitomo Rail Transit Cars Is Canceled

backlash yet against Japan, Los Angeles County has canceled a contract to buy \$122 million worth of rail transit cars from a Japanese company.

At the same time, in a move that was likely to be as controversial as the original award of the contract to the Japanese company, Sumitomo Corp., the county began to carve out its own industrial policy.

Transportation officials voted to build their own \$49 million factory to build the cars and keep the jobs in Los Angeles with the hope of making Southern California the national center of a reinvigorated U.S. mass transit industry, producing 600 rail cars and 6,000 buses over the next

The action came after weeks of emotional political

pressure seldom seen in Los Angeles. It was sparked by a vote by the Los Angeles County Transportation Commission on Dec. 18, on the eve of President George Bush's trip to Asia to stimulate more U.S. jobs, to award the contract for 87 rail cars to Sumi-

By Robert Reinhold tomo Corp. of America and reject a bid that was \$5 million less from a U.S. company, Morrison Knudsen Corp., of Boise, Idaho, the only American maker of rail cars. The vote was 7 to 3 m favor of Sumitomo, which the commission said was better equipped to perform the

But retreating under political attack, the 11-member commission unanimously rescinded the contract at the county Hall of Administration in a room filled with about 200 angry unionized aerospace and automobile workers, who have suffered heavy layoffs from the recession and

cuts in military spending.

The commission reopened bidding under rules that would require local manufacture of the trains and require 60 percent domestic and/or local content and assembly if

the state legislature approves.
["Our contract was canceled for nonbusiness-related reasons," said Kenji Miyahara, head of Sumitomo's U.S. unit, The Associated Press reported from Los Angeles. ["We were selected by the commission on our merits

because of our experience, technical superiority and past See TRAIN, Page 8

Nintendo Leads Bid to Buy Baseball's Mariner Franchise

By Lawrence Malkin International Herald Tribune

Japanese business moved again to save another overstretched American enterprise when a consortium of Seatthe businessmen led by the video-game maker Nintendo bid \$100 million oo Thursday to buy the Seattle Mariners,

a major league baseball team. A Mariners' spokesman, Dave Aust, said the offer appeared to meet the club's Imancial requirements hut came as a surprise to the ownership. The offer may have a difficult time gaining acceptance because of baseball's reluctance to include foreign ownership.

The team finished in fifth place in the American League West last year and improved both performance and re-

ceipts under Jeff Smulyan, who owns radio stacons in the Pacific Northwest He had mortgaged the stations to buy the team two years ago and had to put it on the block after the Security

Pacific Bank demanded that he repay his loan of \$40 million or sell the team. Mariners' lease on the local stadium requires them first to

Other cities tried to capture the franchise, but the

offer the team to a local group at an independently appraised price.

In stepped Nintendo of America, which is based in the headed by Minoru Arakawa, who has lived in the area for 15 years and is the son-in-law of Nintendo's Japanese owner, Hiroshi Yamanchi.

He offered to raise a majority of the \$100 million price and \$25 million operating capital of the consortium, which is to be called The Basehall Club of Scattle.

With Mr. Arakawa voting the Yamauchi family's stock, Nintendo would own approximately 60 percent of the group, which also includes investors from the area's high-technology companies. They are John McCaw, a director of McCaw Cellular, Christopher Larson of Microsoft Inc.; Frank Shrontz, president and chief executive officer of The Bocing Co.; and John Ellis, president and chief execuove officer of Puget Sound Power & Light Co.

Mr. Smulyan paid \$76 million in 1989 to buy the club from George Argyros, a Southern California land developer. Mr. Argyros acquired the Mariners for \$13.1 million in 1981 from a group that originally obtained the franchise.

Estonia Awakes To Find a State Mired in Crisis:

By Serge Schmemann New York Times Service

TALLINN, Estonia - Freshly minted trappings of statchood are in evidence immediately on arrival: Two Soviet-made planes proudly emblazoned "Estonian" stand on the tarmac, fuzzy-checked customs agents order arriving Russians to buy a visa, youthful policemen sport trendy oew uniforms.

But there is no fuel to fly the planes or to run the police cars, or to heat much of the city. Triumphant Estonians who long dreamed of resuming the independence interrupted by Communist occupiers a half century ago oow prepare to disenfranchise the large Russian

Food shops are hare. The faction-riddled parliament is paralyzed by internal dispute, and

the government is tottering.
Prime Minister Edgar Savisaar resigned his government Thursday, the Estonian news agency ETA reported. Mr. Savisaar had been under attack for weeks for what opposition politicians

described as an authoritarian style. Mr. Savisaar proposed that the head of state. Arnold F. Ruutel, the country's most popular politician despite his past as a Communist functionary, be named prime minister. But a decision was expected only after arduous hag-

gling in the 103-member parliament. The contrast between the brash symbols of national sovereignty and the crisis of government and the economy are hardly unique to tiny Estonia. Many other former Soviet republies have had similar rude awakenings in trying to break away from an empire that stunted or subjugated their development.

But Estonia was always the envy of other republics: a little surrogate Europe with nicely

See ESTONIA, Page 2

Tokyo Weighs Steps to End Stock Slump — at Foreigners' Expense

New York Times Service

TOKYO - Financial industry executives and officials, alarmed about a Tokyo stock market entering its third year of a deep slump, are contemplating emergency measures that could reverse several years of liberalization and make it harder for foreign brokers to do busi-

ness in Japan. The measures range from introducing new restrictions on trading in stock-index futures — the principal source of profits for many foreign brokers in Japan — to forming a huge fund with contributions from banks and securities houses to inflate share prices with concerted buying.

houses, industry associations and the authorities of the stock exchanges have made it clear in recent weeks that they do not intend simply to

let market forces take their course. Behind their discussions lies a fundamental question about whether Japan can turn back the clock and intervene to manage its financial markets in an era when capital flows around the globe with increasing freedom.

There is also a much quieter concern over the growing profitability of foreign brokerage houses here. They are gaining ground against their much larger but scandal-battered JapaIn the first half of the fiscal year ended Sept.

30, six of the 10 most-profitable firms in Japan were foreign Salomon Brothers and Morgan Stanley, which reap a substantial portion of their profits through program trading that in-volves stock-index futures, occupied the third and fourth places.

The Nikkei index future, representing the value of 225 leading Japanese stocks, permits investors to bet on the market's general direction. In trading, American firms have used their technical advantages to earn tens of millions of dollars in Tokyo through computer-assisted

In a host of speeches, press conferences and leaks to the news media, officials of securities Daiwa, Nikko and Yamaichi.

The speeches of speeches, press conferences and leaks to the news media, officials of securities Daiwa, Nikko and Yamaichi.

The speeches of speeches, press conferences and leaks to the news media, officials of securities and leaks to the news media, officials of securities and leaks to the news media, officials of securities and leaks to the news media, officials of securities and leaks to the news media, officials of securities and leaks to the news media, officials of securities and leaks to the news media, officials of securities and leaks to the news media, officials of securities and leaks to the news media, officials of securities. that creation of a stock-buying fund to bolster prices would certainly fail because the market is simply too big to be propped up in this way.

Nonetheless, a report on Wednesday by the Mainichi newspaper that such a plan had been discussed contributed to a sharp rebound in share prices. The Nikkei stock index rose 675,82 points on Wednesday, to 21,534.12. On Thursday, it edged up to 21,581.00.

Adding urgency is a decline that has brought the Nikkei from a peak of 38,915.87, on the last trading day of 1989. Many in Japan believe that if the market falls below the 20,000 barrier, it

will begin to seriously damage the Japanese economy and perhaps cause panic selling.

"They are grasping for whatever they can to try and boost confidence," said one foreign securities executive, adding that the tinkering could end up harming the market's efficiency. "They're talking about gestures, but they do not seem to realize that some of these gestures

really affect the markets." Most industry executives are betting that the authorities will rein in trading in stock-index futures, which some blame for the market's

Thus far, the American firms have been try-See TOKYO, Page 12

German Titans Move Into East Europe

While Industrial Prosperity Is Welcome, Ugly Memories of War Linger

By Stephen Engelberg

New York Times Service
RACIBORZ, Poland — Germany's entrepreneurs and industrial giants are moving into Eastern Europe, spreading prosperity but stirring unease in a regioo that well remembers

the horrors of World War II. From this dilapidated town 320 kilometers (200 miles) southwest of Warsaw to Czechoslovakia to Hungary to the oewly born na-tions of the former Soviet Union, the capitalhungry orphans of the communist system are eagerly competing for investment from their nearest and largest Western oeighbor.

But there is an undertone of worry, particularly in Poland and Czechoslovakia, where German companies are the leading investors. In Hungary, where American capital thus far holds the largest share, there have been almost no qualms about German investment.

This region is the German sphere of influence," said Laszlo Lang, an economist at the Central European Research Center in Budado they think would invest here, the Japa-

Politicians, ootably in Poland, have nonetheless begun to play on fears of German economie power. Some attribute sinister motives to the preference of German companies for areas with longstanding ties to Germany or German-speaking minorities. Even less xenophobic leaders are expressing concern.

Petr Pithart, the prime minister of the Czech region of Czechoslovakia, has announced that his government is reviewing Daimler-Benz's announced intention to take over Alvia and Liaz, the country's two truck makers. Volkswagen has already bought a controlling share in Skoda, the leading Czechoslovak car maker.

capital to our country, we shall perform a number of studies," Mr. Pithart said. "We

pest. "What Poland cannot accept and Czechoslovakia is beginning to resist is well understood here. It's all silly, most silly. Who on this by the end of March, when we have to decide on the Mercedes agreement."

The clash of ugly memories and desperate modern-day needs for infusion of cash rugs most sharply in Poland, which was conquered by Germany in 1939 and occupied until 1945. Germans are the leading foreign investors in Poland since the fall of communism, both in number and in dollar value.

Polish officials publicly welcome German business, but they acknowledge that they are working to attract other investors and encourage what they delicately term pluralism.

Raciborz, a town of about 60,000, encapsulates the fears, hopes and historic echoes that often seem to accompany German investment in the region. But there is one important

difference; like more than one-third of the See GERMAN, Page 8

Kiosk

Israelis Revoke Deportation Order
JERUSALEM (Combined Dispatches) — One of 12 Palestinians

JERUSALEM (Combined Dispatches) — One of 12 Palestinians facing expulsion from the Israeli-occupied territories has won an appeal to bave the order revoked, an army spokeswoman said Thursday. Only once before, in 1979, have the Israeli anthorities reversed an expulsion order.

The spokeswoman said the Israeli commander of the occupied West Bank canceled the order on Thursday, following a ruling by an army appeals board. But the board upheld a decision to deport four army appeals board. But the West Bank, bringing to 11 the number of other Palestinians from the West Bank, bringing to 11 the number of deportation orders so far upheld by the boards. (Renters, AP)

General Hows

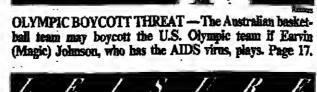
The German parliament passed a bill tightening controls on Page 2. arms exports. Airbus Industrie says it knew of and corrected equipment prob-lems with its planes. Page 2.

Italy passed a law to privatize

segments of industry. Page 11.

In New York 3,226.74 DM 1.6067
Down Pound 1.785
29.07 Yen 123.85
FF 5.477

Page 7. Crassword



Do rappers expose or exploit misery? How can performers whose tapes many retailers won't stock still sell in the millions? Mike Zwerin looks at the roots of the phenomenon. Pages 6 and 7.

"Before we approve of additional German

Navigation Glitches Had Been Fixed. **Airbus Maker Says**

PARIS - The maker of the Airbus A-320 that crashed in France this week, killing 87, acknowledged Thursday that there had been problems with navigational equipment in the planes but said the problems

had been sorted out. French television said Wednesday that air crews had twice reported faulty navigation data last year in the A-320, the model that hit a mountainside in eastern France on Monday as it prepared to land at Strasbourg. Nine people aboard

the Air Inter jet survived.

"This is an old thing which has been treated and resolved," said Robert Alizart, vice president for corporate communication at Airbus Industrie, the four-nation Eu-

Israeli Court Bars Sales of Book on Dead Sea Scrolls

New York Times Service NEW YORK - In another atempt to limit access to the Dead Sea Scrolls, an Israeli court has issued a temporary injunction to prevent the distribution of a book that contains photographs of previ-ously impublished texts of the famous documents from biblical times. The order was issued Tuesday in

the district court of Jerusalem against an American organization the Biblical Archaeology Society. It applies to the distribution of the two-volume "Facsimile Edition of the Dead Sea Scrolls" in "any fashion, in Israel or elsewhere.

Hershel Shanks, president of the society, which is based in Washing-ton, said Wednesday that he had suspended sales of the book but intended to fight the lawsuit. "We regret that a few Israeli scholars are still trying to put the genie back into the bottle," he said, referring to actions in recent months that have in effect broken the monopoly thal a few scholars once held over research and publication relating to the scrolls. The documents illuminate the early history of modern Indaism and the origins of Christranity.

The crash was the third accident involving an A-320 in four years of

The French Union of Pilots and Flight Technicians issued a state-ment calling on Air Inter to ground its A-320s "until the true causes of the accidents are known and the remedies carried out."

The union has long been critical of the A-320 because it uses a twopilot cockpit crew instead of a traditional three-person crew that inchides a flight engineer. In Frankfurt, the German pilots

association said some Lufthansa A-320s have experienced problems with navigational systems while landing. Bernd Kopf, a spokesman for the group, said that because of the problems, pilots were unable to follow all landing procedures. He gave no details of the problems, but aid Lufthansa had asked Airbus to correct the fault.

A French television report said crews on flights in eastern France had discovered errors in equipment that measures height and distance from their destination.

The television report cited a union study that said two A-320s landing at Strasbourg and Mulhouse airports four months ago reported malfunctions in their dis-

nce measuring equipment.
Pierre Gaud, who instructs pilots on the A-320, said similar problems had occurred on other flights.

Mr. Alizart would not comment on the reported problems and declined to speculate whether they had any bearing on the crash Mon-

Pierre-Heori Gourgeon, France's director-general of civil aviation, said Wednesday that an initial examination of the plane's flight recorders had yielded no reason to ground A-320s.

He said a study of the cockpit voice recorder also appeared to rule out the icy weather as the cause of the plane's sudden steep descent.

The airliner descended about 700 meters (2,300 feet) below its proper altitude before the crash. But the recordings showed on sign that the pilot was aware he had lost altitude, Mr. Gourgeon said. (Reuters, AP)



BLIZZARDS HIT FRANCE — Stranded cars and trucks at the entrance of the Boulou highway toll on Thursday near Perpignan in southwestern France. At least three persons died and hundreds were stranded in the Pyrenees. Troops evacuated many travelers.

Bonn Tightens Control of Arms Exports

By Stephen Kinzer

New York Thnes Service BONN - The German parliament, embarrassed by new revelations that German compa-nies supplied Iraq with equipment that could be used to build nuclear weapons, approved long-stalled legislation Thursday tightening controls on arms exports.

The bill creates a new government agency to monitor exports in cooperation with customs officials. Investigators will have the power to open mail and tap telephones in pursuit of

evidence against weapons suppliers. Firms found guilty of violating export laws will be subject to heavy fines, and their executives will be subject to imprisonment. Judges will be empowered to confiscate profits from

We want to give officials better tools for preventing the crime of illegal weapons ex-ports." Economics Minister Jürgen Möllemann told the Bundestag, the lower house of parliament, "We must make our country as hostile to such activities as other Western countries are." Mr. Möllemann also defended himself against charges from opposition deputies that

he had protected H. & H. Metalform, a company that has been accused of supplying centrifuge components to Iraq.

After a deputy asked if Mr. Möllemann had lent "a protective hand" to the company, he replied that such allegations were part of a

"Smear campaign."

"At no time have I authorized weapons exports to Iraq or Libya," Mr. Möllemann said.

The charges against Mr. Möllemann reflected the uncertainty with which Germany has confronted repeated accusations that it is too

lax in monitoring arms exports.

Germany is the world's fifth-largest arms exporter, and income from foreign weapons sales accounts for about 5 percent of the country's total export earnings. Some industrialists and quietly lobbied against the bill.

It still must be approved by the Bundesrat, the upper house, but this is considered a for-

The bill was first presented to parliament nearly a year ago, following revelations that German companies had helped Iraq and Libya build plants where poison gas was made. Until from the agenda.

Supporters of the bill found their case suddenly strengthened when the Iraqi government admitted to UN inspectors on Monday that it had bought specialized nuclear equipment from German companies. The equipment included fortified magnets and housings that would have been sufficient to build 10,000 centrifuges. enough to make four or five nuclear weapons

During the debate in parliament, a deputy from the opposition Social Democratic Party, Ernst Schwanhold, assailed the government for what he said was its failure to supply UN inspectors with evidence it had gathered implicating German firms in weapons transfers to Iraq. He said the evidence was contained in a report compiled in March 1991, but not made

"If the government had sent this report to New York in March, the work of the inspection teams would have been more successful," he said, "and we would have spared ourself the regular, weekly publication of new speculation about the participation of German firms."

GROUND COVER - Georgian gunmen hiding in a ditch as forces of the Military Council fired on their car on the road to Absuha from Tbilisi. Government troops fought with resistance groups in western Georgia, and 15 people were reported killed Thursday. In Zugdidi, supporters of Zviad K. Gausakhurdia, the deposed president, were reported weakening in their resistance to the council.

Yeltsin Suspends Duties on Imports

MOSCOW - President Boris N. Yeltsin on Thursday suspended import restrictions and declared Russia open to foreign investment.

A government resolution said customs tariffs were suspended retroactive to Jan. 15. A new set of customs regulations will be drawn up, with a tentative introduction date of April 1.

Mr. Yeltsin was also due to sign a decree allowing every citizen or organization to trade at any place in any goods, except those banned for sale, without permission from the authorities, a press release said.

Meanwhile, a new threat to the future harmooy of the Commonwealth of Independent States appeared Thursday with a decision by the Russian parliament to review the legality of the 1954 handover of the Crimean Peninsula to Ukraine. Tass said the parliament referred the question to committees on legislation and international affairs for further study,

The decision was certain to set off alarm bells

in Ukraine, which is sensitive about Russian influence after centuries of domination from Moscow and has clashed with Moscow repeatedly since the Soviet Union broke up last

On another issue, Foreign Minister Roland

Dumas of France said Thursday that he was saying it would belp ease the pain of transition reassured after talks with Mr. Yeltsin and other Russian officials that the former Soviet ouclean arsenal was secure. Mr. Dumas said he was told that the wespon

were under the control of Russia, as agreed to by the new Commonwealth at its founding meeting on Dec. 21 in Kazakhstan. He also said that he had discussed ways to prevent former Soviet ouclear experts from

being lured away by hostile countries, but declined to elaborate Mr. Yeltsin told Russian television that his

radical economic changes, including the liberalization of prices, were going ahead but with He acknowledged his government's failure to

take adequate measures to protect students. pensioners and other needy people. He said that Russians had not lived through "such a difficult situation" since World War II, and added that the government was "still opti-mistic" that it had the people's trust.

The skyrocketing prices have provoked scattered protests, mainly from former Communists. But the republic of 150 million people has Mr. Yeltsin thanked the West for its aid.

The chairman of the Russian central bank, Georgi G. Maryukhin, was quoted as telling parliament that foreigners would be required to use a special exchange rate when buying into Russian enterprises.

According to the oewspaper Izvestia, he said the rate being considered was 8 to 10 rubles to the U.S. dollar. This compares with 110 rubles to the dollar at the central bank's current commercial rate and black market rates at well At Thursday's government meeting, Mr.

Yeltsin made regional and local government leaders personally responsible for speeding up privatization of state property.

The 11 Commonwealth states have agreed to

coordinate economic policy and retain the ruhie for the time being.
But Tass said that Belarus was planning to

introduce its own currency by putting a special stamp on existing rubles, probably in April. Fears of similar action produced huge lines at banks in the eastern Ukrainian city of Donetsk, where residents made heavy deposits of rubles in a bid to protect their savings, Tass said. (Renters, AP)

ESTONIA: A Republic Awakes (Continued from page 1)

restored Gothic arches, Hanseatic gables and polite waiters, a small pocket of small luxuries and plenty. That relative prosperity, coupled with the terrible stories of alternatsmall a nation, it was not hard: ing Soviet and German repressions, fed a national faith that once released from the Slavic yoke, Estonia would once again become what a journalist described as "essentially a diligent, well-functioning Scandinavian-style Protestant culture." It is another question whether

the two brief decades of independence between 1920 and 1940, when parliamentary government gave way to authoritarian presidential rule, were as idyllic as the national memory has it. What is important is that when the abrupt collapse of the Soviet empire in August set Estonia free, its head was still in the clouds.

Economics Minister Jaak Lei-mann said: "I am an optimist. I'm convinced that our location, our history will enable us to pull out by

the next century."
But for oow, he said, "We're like inmates being released from prison: We argue, we talk of how it was before prison and of getting back whal we had, all instead of just getting a wife and going to work." Mr. Leimann finds nothing mys-terious in Estonia's plight. For 50 years under Moscow, Estonia got cheap oil and cheap grain, and in exchange supplied "the empire" — as it is known here — with meat,

consumer goods, textiles and fish.
With independence, heating oil went from 83 rubles a ton to 120,000 rubles, nearer the world price, and the imported grain dried up. The young state failed to secure any oil supplies for January, so most apartment blocks have been cold all mouth. Prospects improved somewhat this week when Finland

agreed to sell some oil on credit. "We lived on cheap oil and cheaper grain," Mr. Leimann said. Now we have no oil, so money, no meat, no medicine and no cash. The question is what to do next." It is here, in mapping the future, that economics collides with national politics, otherwise known as

As in many other republics, Es-tonia's drive to independence was foeled by the national idea. Every Estonian politician, with no excep-tion, drew on feelings of threatened and injured nationbood. In so-

Estonians account for 60 percent of the 1.5 million residents of the republic. Most others are Russians. The Russians were overwhelm ingly opposed to independence right up to the August coup. After that, polls found that Russian sup-

porters of sovereignty suddenly rose sharply in numbers. More to the point, most Russians wanted to stay in Estonia.

The "Russian question" found its controversial focus in a pro-

posed bill that would grant immediate citizenship only to those who were citizens before 1940 or their direct descendants. Others would have to wait two years and pass a language test.
The intention was to give Estonians a head start and to weed out

Russians who could not speak Estonian. Russians, many of whom were born in Estonia, were horrified. But Estonians reply that the matter is one of survival Out in the snowy streets,

blems were more immediate. At Kindergarten No. 31, Lyudmilla Diakonova, the director, showed doors bashed in by thieves who stole the food and a refrigerator. "It's the third time we've been robbed," she said.

That the kindergarten was Russian had nothing to do with it, she said. Two Estonian kindergartens ocarby also were robbed. Now she had another problem. The bank still had no cash, and her workers had not been paid since December. At the Economics Ministry, Mr.

Leimann was unperturbed. He seemed certain that the country's birth pangs would end.
"Yes, there's a whole borscht of

problems," he said. "We were not prepared for independence." He added: "But we actually may not be doing so bad by Soviet stan-dards. More than 1,200 foreign firms have moved in, and we have 1,000 new stock companies. We'll

pull out of this I'm convinced."

BUDGET: U.S. Considers Sharp Cuts in Warheads

on the agenda of the world economic summit meeting in Munich

At a briefing for journalists late Wednesday, the German foreign minister offered a detailed outline of needs in the former republics, I I of which now form the Common-create local oversight bodies. wealth of Independent States.



Parific Western University 500 N. Sepulveda Blvd. Dept. 23 Los Angeles CA 90049

AID: U.S. to Speed Up Airlift to Ex-Soviet Republics He said ground transportation and organizacional assistance was

> Safety at Soviet nuclear power plants is a major concern of Ger-many, he said, and he suggested that the West help the republics

wise adequate food harvest.

Mr. Genscher also proposed an international "foundation" to hire out-of-work Soviet ouclear weap-

ons experts so that they will not be hired by renegade nations seeking their own atomic arsenal. The Soviet oil industry needs to be modernized, he said, to provide

adequate fuel supplies and urgently needed hard currency derived from energy exports. Tens of millions of housing units are needed, and Mr. Genscher sug-

that could not afford to send cash ground

needed to bring to market an other-

He called for task forces in each republic, working with local lead-ers, "to guarantee the right transport of goods." Forty Enropean experts are already in Moscow and St. Petersburg, be said. A French official said that "cor-

ruption and profiteering of every kind are on the rise" in some parts of the former Soviet Union. Mr. Genscher also said assistance was needed to repair farm equipment and provide adequate

ruel, and to assure adequate stocking facilities for farm goods. The Germans have organized more than 300 relief flights, he said, to bridge the time delay while sea-borne shipments move in. But he noted that once an air shipment lands, there have been "difficul(Continued from page 1)

and demanded that Washington sweeten any deal with reductions from the strategic submarine fleet.

the Soviet Union radically reduced the number of sites that American submarines would be called on to attack in the event of war.

Among the proposals now under

siles and constraints on D-5 mis- oo broad outlines of the proposal. siles, the navy's most advanced.

The plans go beyond earlier pro-posals by Mr. Bush, who said in September that reductions in land-Indeed, as recently as last year, based, long-range missiles with the chief of operations for the U.S. Navy, Admiral Frank B. Kelso 2d, had ruled out any reductions. By submarine-based warheads were year's end, though, the collapse of not considered at the time. The reductions would represent

a further recognition by the administration that large ouclear arsenals are no longer needed and that Washington's strategic goals are consideration are removing some better served by encouraging the or all long-range ground-based former Soviet republics to curtain missiles with multiple warheads, eitheir most threatening class of outher eliminating them or replacing clear weapons — silo-based SS-18s them with single-warhead missiles. and SS-24s. Senior officials said This would include the Minuteman that Defense Secretary Dick Che-3 and MX missiles. In addition, the ney discussed the plan with Secreadministration for the first time is tary of State James A. Baker 3d and gested that East European nations ties" in transporting them on the considering cuts in the number of with Mr. Scoweroft last weekend warheads on submarine-based mis- and that the three advisers agreed

The administration's hope is that the former Soviet republics with long-range nuclear weapons would respond in kind to a pledge by Washington to cut long-range mul-tiple-warhead missiles in silos. If

the republics embraced reciprocal land-based cuts, the United States may be prepared to pare warheads and halt weapons-modernization plans for the submarine fleet. The American cuts could be reversed if the republics snubbed the offer, but given their pressing need

for Western economic assistance, administration officials believe that the timing is right to coax broader nuclear-arms cuts. It was unclear on Wednesday

whether President Boris N. Yeltsin of Russia or any other leaders of the new Commonwealth of Independent States have been consulted about the plan.

WORLD BRIEFS

Zaire Thwarts Coup by Rebel Troops
KINSHASA, Zaire (Reuters) — Two people were killed when troops
loyal to President Moburu Sese Seko of Zaire overcame rebel soldien at toyat to President Modulus See Seko of Zaire overcame rever soldiers at the main radio station early Thursday, the government said.

A government statement broadcast over the recaptured Voice of Zaire radio said a rebel and a loyalist soldier had been killed. An unknown radio said a rebel and a loyalist soldier had been killed. An unknown radio said a rebels were captured and will face trial, the statement said. The capital was calm on Thursday and most shops were closed.

The radio said 29 men of the 312th battalion of the 31st Paratroop Brigade were thought to have staged the abortive coup. Men of the 31st instigated army-led looting in September that devastated Kinshasa and

Tehran Sees Violent Turn in Algeria

NICOSIA (Reuters) — Violence appeared inevitable in Algeria following the arrest of the acting president of the Islamic Salvation Front, Iran's state-run radio said Thursday in a broadcast monitored here. "It can be deduced from the latest Algerian developments that legal recourses have reached a deadlock and resort to violent means has become inevitable," Tehran Radio said. It added that the Islamic Front's

become inevitable," Tehran Radio said. It added that the Islamic Front's followers "might no longer be able to show patience."

The Algerian authorities stepped up their campaign against the Islamic Front on Wednesday by detaining its provisional leader. Abdelkader Hachani, and banning political gatherings in mosques. The government has canceled national elections, in which the Islamic Front was expected to win an outright majority of seats in the parliament.

Guerrillas Kill 33 Burmese Soldiers

MAE SOT, Thailand (Reuters) - Karen guerrillas killed 33 Burmeso

MAE SUI, Insuand (Kenters) — Karen guerrinas kined 35 Burmese soldiers while defending their jungle headquarters from artack by Rangoon forces, a Thai police source said Thursday.

The source, a member of a Thai border patrol, said 100 Burmese soldiers were repulsed in fierce fighting on Tuesday after advancing on the Manerplaw headquarters of the separatist ethnic group. The Burmese withdrew to an area controlled by the smaller Kaya guerrilla group and were caught between the two forces of jungle fighters. The source said the fighting was just inside Burma opposite the Thai village of Mae Samle-

in the northern province of Tak. Karen sources say 5,000 Burmese troops have been sent to their areas near the Thai border since early January to sweep out the guerrillas in a traditional dry-season offensive against the Karens and another dozen ethnic minorities. The guerrillas have been fighting for autonomy since Burma won independence from Britain after World War II.

Peru Rebels Claim American Attack

LIMA (AP) - Shining Path rebels said Thursday they had shot down a

U.S. helicopter with a surface-to-air missile last week in Peru's occaproducing jungle. Three Americans were killed in the attack.

The Shning Path controls much of the area, providing protection to drug traffickers and collecting war taxes. The acquisition of any surface-to-air missiles would represent an enhancement of its arsenal.

The three Americans billed mean acquired by the street and the surface-to-air missiles would represent an enhancement of its arsenal.

The three Americans killed were employed by Dyncorp, a U.S. company under contract to the State Department to fly and maintain aircraft on loan to the Santa Lucia base. The outpost is the center for anti-drug operations. Several dozen Americans work out of the base, including Drug Enforcement Administration agents and flight personnel. The crash occurred Jan. 12, near the village of Madre Mia in the Upper Hualiga

UN Summit to Back Nuclear Controls

UNITED NATIONS, New York (Renters) - Fifteen world leaders are expected to call for strong controls on nuclear and other weapons of mass destruction when they adopt a declaration next Thursday defining the role of the United Nations now that the Cold War is over,

A draft of a statement for the first summit meeting involving Security Council members foresees a more active role for the new UN secretarygeneral, Butros Botros Ghali, and asks him to recommend by May I new

ways of identifying conflicts before they get out of hand.

The document was initiated by Britain, which now holds the rotating presidency of the Security Council. It is expected to be adopted by consensus. The draft calls for early ratification and carrying out of all international arms control pacts, for regional disarmament and for compliance with a oew UN register showing who is selling arms where.

For the Record

Denmark will hold a referendam June 2 on whether it should join the European Community's new treaty on political union, Prime Minister Poul Schieter said Thursday. The treaty was signed at a meeting last month in Massricht, the Netherlands. (Reuters)

TRAVEL UPDATE

Japan Airlines Co. Ltd. applied for regular flights between Osaka and ydney on Thursday, a day after Northwest Airlines was allowed to keep flying the same route despite breaching regulations. IAL asked the Transport Ministry in Tokyo to begin three flights a week between the

two cities in April.

Lafthansa will fly three times a week from Frankfurt to Minsk, Belarus;
Tallinn, Estonia; and Vilnius, Lithuania, beginning March 29. (UPI)
Taiwan and France are to establish air links in mid-July, when they exchange landing rights, the United Daily News said in Taipei. (AFP)

Cathay Pacific is installing equipment in Bocing 747 airliners that is
capable of picking up the BBC World Service and relaying it through



North America Europe The weekend will be cold from the Great Lakes to trom the Great Lakes to the Atlantic. A light enow will dust areas such as New York City and Chica-90. Heavy show will blan-ket the Great Lakes snow-bells. Southern California will be sunny into early next week.

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nmental Discord Prosperity or Settlements: A Choice for the Israelis

By Anthony Lewis

JERUSALEM - Doy Frohman is one of a country that is full of unrest. The idea Israel's high-technology business stars, of attracting investment and at the same time building settlements on occupied investment in the California microcomputer company. Intel and general manager of Intel Israel.

Last year he won the Israel Prize for engineering and technology. A jolly man with a large beard, he has had an inter-

with a large beard, he has had an inter-national career.

Twenty years ago in California Mr.
Fromman invented the EPROM chip, a breakthrough that helped start Intel's phenomenal growth. He took a year off in Africa, teaching in Ghana and going up the Congo River in Zaire. Then he persuaded latel, with much difficulty, to start operations in Israel. They have been a great success.

In a conversation, the other day I

In a conversation the other day I asked him how Israel could provide. employment for the Soviet Jews who want to come here. Some 325,000 have stready arrived. Others are holding hack because Israel's economy is weak and there are no jobs for them.

His answer was: Attract investment from abroad, especially in high-tech ventures. He said Israel had the asset of qualified inanpower, people of creativity, imagination. With globalization, everything in business is mobile except manpower. So companies are going to look for centers of excellence.

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"So why don't we have more high-tech investment? The problem is political and economic stability. Why would a business want to go to an unstable place?"

The current peace negotiations with the Palestinians and neighboring Arab states are a major reason for hope, he said; even the fact that the parties are talking has cheered the atmosphere. talking has changed the atmosphere.

"Peace is the great thing." Mr. Frohman said. "I don't think we can get accelerated: growth unless we solve the workless."

the problem. Mr. Frohman is not alone in his belief that peace is a key to economic growth. Other business leaders have the

glomerate, Clal.
"Peace is a precondition to attract investment on any significant scale," Mr. Dovrat said. "It is our only hope. Give us peace, and it is a marvelous country — with many reasons to attract investment. If Israel had had peace for the last 10 years, it would be approach-

ing Switzerland.

People won't send their money to

tex, Israel's biggest high-tech company, made a similar point on Israeli television recently. He said the country needs "a stable political atmosphere" and cannot have that if it goes on "playing a double game" in the West Bank — not annexing it but not letting

it be Palestinian territory.

"Menachem Begin understood that to make peace we had to give up territory,"
Mr. Arazi said. "He gave us a precedent.

So let's do something."

So let's do something."

An important American supporter of Israel, Laurence Tisch, the chairman of CBS, was interviewed by the Israeli news-paper Yediot Ahronot. He said his com-panies would not invest in Israel now. The interviewer asked what would

change that position.

"The peace process and privatization in Israel," Mr. Tisch replied. "An end to the Arab boycott and relations between Israel and the Arab states would create incredible investment possibili-ties in Israel."

It hardly needs to be said that the at hardly needs to be said that the government of Israel does not accept the industrialists' premise. Its policy is precisely to continue what Mr. Arazi called the "double game," not formally annexing the occupied territories but

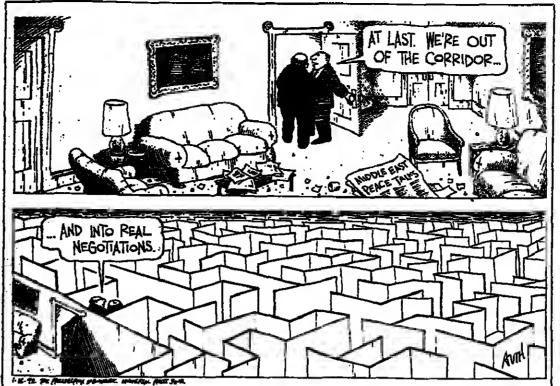
accelerating settlements in them.

The public is deeply divided. Polls suggest that a narrow majority would freeze the settlement process if that opened the way to agreement with the Palestinians. But few people have prob-ably framed the issue in the stark economic terms that are in the business people's minds: as a choice between continued occupation of the territories and economic growth.

And Prime Minister Yitzhak Shamir,

growth. Other business leaders have the same view. One is Aharon Dovrat, the obscuring the choice — at assuring Isfounder of Israel's largest private contact that they can have it both ways. The New York Times.

> Letters intended for publication should be addressed "Letters to the Editor" and contain the writer's signature, name and full address. Letters should be brief and are subject to editing. We cannot be responsible for the return of unsolicited manuscripts.



LETTERS TO THE EDITOR

Whose World Order Is It?

Regarding "For Russian Renovation Within the Newly Chosen Limits" (Opin-ion, Jan. 13) by Henry Kissinger:

To read Mr. Kissinger's article, you would suppose he sees the United States despite the unaffordable and unfin-ished Gulf War, despite the problems of the economy and international trade, and despite persistent domestic troubles

 as the sole actor on the world stage.

In this huge business of the breakup of the Soviet Union, and of the Russian. empire it inherited, Western Europe has interests and concerns no less significant than those of the United States, and so, of course, do the great powers of the Far East — China and Japan. And so does the United Nations and its Security Council. Not one of these does Mr. Kissinger mention — except in passing, when recommending that the United States should "treat the new Commonwealth institutions as it has those of the

European Community."
As Mikhail Gorbachev warned Boris Yeltsin and his two co-conspirators after their fatnously unconsidered Minsk coup, the problems, both within the for-

mer umon and without, promise to be prospect of aid used to develop economies that would one day create markets or skill to deal with. They are also beyond the lone ken, and pocket, of a poor and weary United States.

ELIZABETH YOUNG. London.

Peace Corps Heads East

The report "Peace Corps Redux: Graybeards Are Headed East" (Jan. 14) states that more than 600 American 14) states that more than 600 American on exploding population — all legitimate concerns of the Peace Corps — grounds, will be sent to former Soviet were not the Soviets' problems. If such republics over the oext two years to p their transformation into capitalist democracies. This, plus the as-yetto-be-distributed spare billion for the destruction of ouclear arms, is what is on offer from the country that conceived the Marshall Plan.

What I wouldn't give for the vision of that consummate politician, Franklin Roosevelt, or even Harry Truman's acknowledgment of complete responsi-bility. "The buck stops here." Of course, then, the American people un-derstood such a concept. They were as yet unriddled by the greed of recent times. They were not confused at the

- ADVERTISEMENT -

It was not and should oot be the aim of the Peace Corps to turn former Communist countries into capitalist countries so the United States can do husiness with them. Illiteracy, ignorance, widespread bunger, lack of health care, once-formidable foes want American mercantile skills, they should contact the U.S. Chamber of Commerce and the National Association of Manufacturers. KELLOGG SMITH.

· Vernouillet, France.

Regarding the editorial "Japan Isn't the Problem" (Dec. 24), where is the concern that oil imports contribute more to America's balance of payments deficit than do automobile imports? JOHN T. SCHULENBERG.

F. DEVINS-PAUL

market in silicone. In the weeks since the Food and Drug Administratioo in Washingtoo called for a voluntary moratorium, we have gradually discovered that implants were used in women before the

sue of the animals. We have learned too that some people at Dow Corning, the major silicone

Are there "only" a few thousand problems among the million or more

Risky Treatment, It Seems, For Women's 'Deformities'

By Ellen Goodman

BOSTON — It is a story that might women with implants? Do only certain women develop immune diseases? Is deep well of conspiracy fantasies. All the princes of darkness were there at the beginning of the Saga of Silicone. Rac-ism. Sexism. Imperialism. Even the mili-

tary-industrial complex. Silicone made its entry into the female body almost 50 years ago, because Japanese women were trying to attract

MEANWHILE

American soldiers. The conquerors liked bigger breasts and so industrial strength transformer coolant was injected directly into these women.

The next stop in this tragic progression was Las Vegas, where some 10,000 women — mostly waitresses and show-girls — had liquid silicone injected. At the time it was nothing more than an investment in a topless career.

So, from the outset, the story held all the confusing elements of beauty and business, worth and self-worth. There was even the secret sacrifice of health

for "self-improvement," a terrible price paid for beauty.

In time, too much time, the troubles with liquid silicone became clear. Then

with inquit sincoite occarie clear. Their silicone, in gel form, was packed in an envelope before it was packed into a female body. But packed it was, into one million to two million American women.

Ooly oow, after three decades of breast implants, are we learning

that women were part of some vast experiment. Perhaps "experiment" is too scientifie a word for the poorly researched and weakly regulated free

studies on animals were completed. We have learned that almost cope of the studies tested silicone in the hreast tis-

manufacturer, had safety coocerns that were oever followed up. But most stunning is the discovery of just how little research was dooe over three decades. So little that we do oot know the true danger of silicooe implaots,

women develop immune diseases? Is every woman a walking time bomb? Nevertheless, the Food and Drug Administration must decide what to do Bbout silicone implants. And it pledged to do so within the oext few weeks.

Despite all the confusion, the coo-fliets and the arguments about "junk science," the way to begin is relatively clear. We have to make a distinction between the 80 percent of women who chose implants for cosmetic reasons and the 20 percent who chose them for cancer reconstruction. This is not a judgment about worthy and unworthy patients, about vanity and oeed. It is a judgment based on an ethical standard that balances risks and benefits.

We do oot know how many women might refuse cancer surgery or post-pone treatment out of terror of mutilation. But there are some. So for women with breast cancer, the options of reconstructive surgery, saline implants and silicone carry a different balance

The benefits for some may outweigh the risks.

Cosmetie surgery, on the other hand, begins with healthy breasts. This alone raises serious ethical issues. As Esther Rome, B long-standing

health activist with the Boston Wom-eo's Health Collective says, "They are taking a healthy woman's functioning breast and cutting it opeo. I'm not sure it's even ethical.

The plastic surgeons association has

labeled small breasts as "deformities" that were "really B disease." Surgeons have described and measured the cure in . terms of a patient's "social functioning."

But any way you look at it, such a dubious subjective benefit is worth

only the most minimal risk - and the risk today looks higher. So the moratorium oo silicone implants for cosmetic purposes should be extended unless

long-term research proves their safety.

It will be argued that women should have a choice. No federal agency should tell B woman what to do with her body. But there is no informed choice without information. There is oo choice for womeo who were deceived. And oo my darker days, I wonder if the "choice" that women make to get bigger breasts is any freer today than it was for the Japanese womeo oearly balf a century ago.

The Boston Globe Newspaper Company

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TV Museum Fights Wasteland Image

By Lawrence Malkin onal Herald Tribune

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EW YORK - Television may be the intellectuals' favorite punching bag but the Museum of Broadcasting is fighting back by opening up the industry's history and its accomplishments to the public.

Through May it is showing a retrospective of works of Dennis Potter, one of England's top televison playwrights, who opened the exhibition with a week of seminars harrying his audience with left books about the commercialization of American TV. The muse--um's annual international festival, also now on, features subtitled European and Asian prizewinners, rarely seen in the United

States even on public television. Later this year comes a study of Laurence Olivier's television programs, a possible ret-Cospective of a yet-to-be chosen German TV writer, and a study of children's television around the world. All this runs alongside Tegular samplings of American masters of popular electronic culture from Jack Benny

to Bob and Ray.

Although it has been in operation since 1976 as the Museum of Television and Radio, inst year it changed its name and moved to a \$50 million building appropriately located sext door to medialand's favorite watering hole, the Club 21 restaurant. The building came with screening rooms in various sizes, and less visible but far more essential elecfronic innards to summon up to computer screens the museum's collection of 40,000 tapes and records stretching back 70 years.

HE museum is a monument to its principal benefactor, William S. Paley, who built the Columbia Broadcasting System and whose portrait is the only one on display in its grandiose lobby. Sally Bedell Smith's less than flattering biography, "In All His Glory," is pointedly missing from the books about broadcasting on sale at the museum

Is this, then, a temple to legitimize what was once called "a vast wasteland"? The director, Robert M. Batscha, replies with the the face of the director of the British Museum in the 1840s if someone had asked him why he had begun cataloguing the day's

It had to happen. We've seen the fashion people trot out all those disgusting things from the 60s like inch-wide eyeliner and hip-hugger pants. Hang on to your beads! Patchouli's back! According to Elaine Louie of The New York Times, some people date this to Madonna's 1989 album, "Like a Prayer," which was scented with patchouli. "Madonna put patchouli in the album because she wanted to capture the scent of the '60s and also the smell of the church," according to Warner Brothers Records. Gag us with a spoon.

newspapers instead of wrapping them

around tomorrow's fish. This is the first public library of a new literature," Batscha said. "Imagine not bav-ing access to the pictures of man landing on the moon. You can walk in here, press a button and see it now."

Mornings are set aside for schoolchildren

(about 12,000 a year). From noon to 6 P. M. except Mondays, the museum is open to the public. For an admission fee of \$5 anyone can go to the electronic library and listen to the radio speeches of Franklin D. Roosevelt or the televised orations of Martin Luther King, study a selection from 10,000 commer-

cials, or simply sit before a screen and watch a rerun of "I Love Lucy." All are available in the 25,000 items in electronic storage (actually three Sony video library systems costing more than \$200,000 each). Another 15,000 tapes and records can be fetched on special request. This represents a tiny minority of the millions of programs made, but as Batscha said, "Ninety percent of books and movies are no good; why should TV be different?

ISITORS are limited to two bours of TV viewing at a time (members can watch for three), but there are also one million clippings on the history of broadcasting, and scholars have booths where they can call up the library of tapes as if they were browsing in open stacks. The playwright Arthur Miller reviewed tapes of the McCarthy era, the choreographer Twyla Tharp viewed dance programs and writers from the David Letterman late-night talk show are forever looking for raw material for their sendups of contemporary pom-

The museum is the only place in the world where a writer can study Roosevelt's radio technique first-hand from its formation in the 1920s, or use electronic media to study the contrast in popular American attitudes toward war in World War II and Vietnam, or toward blacks over a half-century from

Amos 'n' Andy through Bill Cosby. The Dennis Potter retrospective is aimed at teaching Americans about foreign television by focusing on the work and career of an individual, and how he gets his work on the tube. Potter recalled that he began writing for television "because the dream of a common culture was very much within us; it's impossible now." The author of "The Singing Detective" and "Pennies From Heaven" went on to give his American audi-

ence an earful: "It is a great medium, but all its potentialities have been handed over to hucksters. What they are selling you is complacency and formulaic plots, which is the antithesis of drama. It is the difference between being a consumer and a citizen. I love American popular culture - its generous nature and its open admiration of money, and there's nothing wrong with money. But the real threat is letting the market men take over

and tell you what to do."

The audience applauded. Later, at a reception, Frank A. Bennack of the Hearst Corporation, the museum's chairman, lauded Potter as "one of the bottest figures of the world of TV." Even at television's own mu-seum, it's impossible to rub away all the glitz.

The Art of Illustrating Children's Book

"I firmly believe in the greatest stimulating and educative power of imaginative, fantastic and playful pictures and writings for children in their most impressionable years. . . Children will make no mistakes in the way of confusing the imaginative and symbolic with the actual. Nothing less than the best that can be had . . . is good enough for those early impressionable years when standards are formed for life."

By Kate Singleton

ILAN - Those words were written almost a century ago by
Arthur Rackham, whose illustrations of fairy tales by the
Brothers Grimm, for Lewis Carroll's "Alice's Adventures in Wonderland," for Aesop's Fa-bles and for Dickens's "A Christmas Carol," have shaped the visions of generations of

Rackham used to say half jokingly that man's fall began with the invention of the wheel. He also held that photography, motion pictures and radio were abominations. but be might be encouraged to discover that today — despite hi-fi, TV, CDs, PCs and all the rest -a number of children's book illustrators and publishers are heeding his farsighted precepts.

An illustration by Kveta Pacovska of Prague, who has won many prizes for her work.

The ninth edition of the International Ex-hibition of Children's Book Illustration proves the point with eloquence. The 210 proves the point with eloquence. The 210 pictures currently on display in Treviso, Italy, are the work of 48 illustrators from 19 countries. The worlds they conjure up embrace airborne creatures, castles, witches, and a variety of slightly puzzled-looking diminutive people.

Accompanied by an international chil-dren's book show and an atelier where young visitors can experiment with paints and fables of their own invention, the exhibition will travel to other European cities this year.

The show originated in the hillside town of Sarmede, in the Veneto region of northern Italy. This is largely because of some pioneer-ing promotion and direction by Stepan Zav-rel, the artist and illustrator of Czech origin who worked in Munich and London before settling in this area, which is renowned for the beauty of the landscape and the clarity of the

Zavrel is one of the two artists on view who use prints as an illustration technique. In his case, they are splendidly bold, theatrical woodcuts of direct narrative impact. By contrast, those of Maurizio Olivetto are colored engravings in which the oneirie world of nonsense prevails: "The Strange Beasts," for instance, or "The Traveling Show," an extraordinary four-wheeled conveyance con-taining dancing fish, city-laden ships, a man with a pipe and various unearthly creatures. Olivetto, like the Lithuanian illustrator

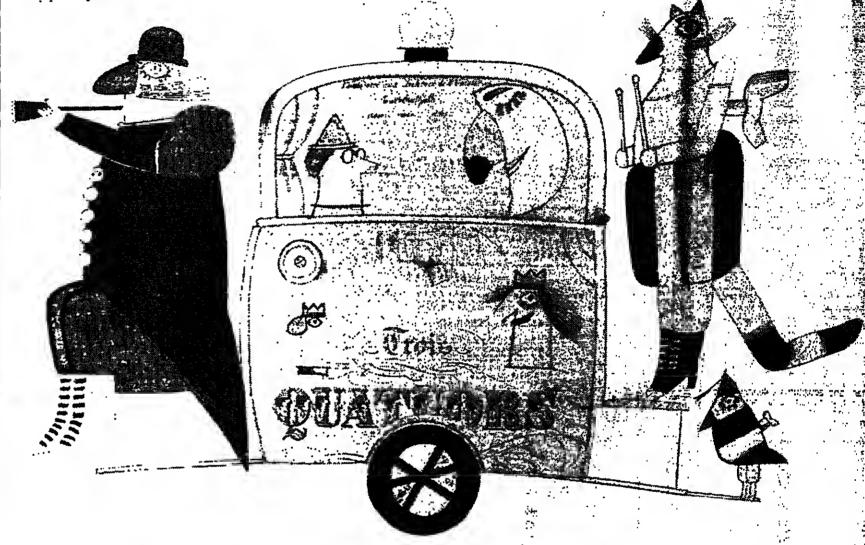
Leonardas Gutauskas, the Trieste-born Nicoletta Costa, and the artist, illustrator and stage-designer Emanuele Luzzati, exploits the effects achieved by combining different decorated surfaces: dots, checks, paisleys, stripes, leathering. The outcome has the fresh naïveté of pre-perspective portrayal, and something of the dynamism of certain forms of ethnic certain. of ethnie art.

Others, such as Luba Koncekova-Vesela (Czechoslovakia), Jan Mogensen (Denmark), Letizia Galli (Italy) and Carme Solè Vendrell (Spain) tell more linear stories by evoking three-dimensional space with the help of wa-tercolor, that most delicate and elusive of media. A greater sense of density, on the other hand, is achieved by the artists working in acrylic paint, among them Jacques Le Scanff and the other French illustrators represented in the show.

The exhibition will be in Treviso through Feb. 23; it moves on to the Bibliothèque Centrale in Aix-en-Provence, France; the Centre Pompidou in Paris, and later to Madrid.

Kate Singleton lives in Italy and writes fre-





Listen Up: All You Need to Know About Rap

By Mike Zwerin International Herald Tribune

ARIS - Some things you always wanted to know about rap but were afraid to listen to. The first performing rappers in form if not name were The Last Poets ("We were rappin" while the others were nappin" "I. four African-Americans who emerged in the early "70s from the coffeebouse beatnik jazz-and-poetry scene with ghetto-oriented street rhymes accompanied by bongos, bass and a born or two. They called it spoetics, for speaking poetry rapidly.

The Last Poets told stories "to the op-pressed about the oppressor" in a language both could understand with intelligence, minimal aggressivity and high-grade humor. For example:

When you start out with a lie you got no alibi for the lie then you got to alibi for the alibi. Go to the liebury, all the lies are buried in the liebury"

"Liebury" is spiffy spectics for the fact that history is not exactly written from black people's point of view. Imagine those lines chanted in that unmistakable irresistible beneath-the-underdog swing which has sur-laced in many forms from Jelly Roll Morton to Michael Jackson by way of Chuck Berry, James Brown, Charlie Parker, Jimi Hendrix and Eddie Murphy.

It would be hard to find a Western white

person who has not been affected (some might say infected) by this rich culture. Millions of middle-class white kids listen to the successors of The Last Poets like Bix Beiderbecke listened to Louis Armstrong and Andrew Strong to Wilson Pickett. It's a logical, inevitable (if downhill) extension. Remember, there was a 60s black power advocate by the name of H. Rap Brown — white adults in positions of authority feel threatened.

Rappers and their bass-up-from bone-rat-ting boom-boxes have replaced the James

Brothers and Bonnie and Clyde as on tlaw folk heros like Uzis have replaced those cute pocket Saturday Night Specials in cops and rob-bers movies. Rap has been called "a rude awakening" and "the most politicized pop music since punk." A recent issue of The New Republic quotes Arthur Kempton, who writes for The New York Review of Books, calling rappers "the preeminent young dramaturgists in the clamorous theater of the streets."

Last summer the British police decided the album "Efil4Zaggin" by NWA (for "Niggers With Attitude") was offensive and obscene and confiscated 23,000 copies of it. The case was overturned in court last month. On the charts for seven months now, the album is certified platinum. Despite (or because of) minimal airplay, a mere \$18,000 promotion budget, accusations of violence and racism, retailers refusing to carry it and St. Ides malt liquor canceling a publicity campaign starring him, rapper Ice Cube's "Death Certificate" has sold more than a million copies, in only two months. Cube.

who starred in the film "Boyz N the Hood," is becoming a bot Hollywood property. Violence is now available in a variety of formats.

Why does a beer company sign a role: model who makes violence a career move? And why did this "preeminent young drama-turgist" endorse an alcoholic beverage in the first place? Can record company executives marketing music most of them surely do not approve of be compared to clean drug dealers? When intellectuals latch on to rap like Norman Mailer to convicted murderer Jack Henry Abbott, do they admire the subject or does outrage sell? Do rappers expose or exploit misery? Is this an unhappy ending? What happens after an unhappy ending?

Rap is, as e.e. cummings described a mag-azine, fearlessly obscene. To its credit, unlike graffiti, the Establishment does not call rap art, although calling it "music" makes me want to cry. Maybe the bottom line is this anything that makes so many censors and politicians mad can't be all bad.

THE GUIDE



The Rolling Stone Mick Jagger appears in "Freejack": Ben Keyworth in "Afraid of the Dark."

L'Amant Directed by Jean-Jacques Annoud. France/Britain, AMLF.

The girl is standing with her back to the Mekong, and it looks like a Marguerite Duras film; the sibylline voice-off be-longs to Jeanne Moreau, and it sounds like a Duras film. But Duras sold the rights to her autobiographical Prix Goncourt novel and this production (titled "The Lover," in English) chooses the masterpiece theater approach. The girl (Jane March) is dressed in worn silk, shod in scuffed sequined pumps; the wealthy Chinese (Tony Leung) has ber chauffeured in his Morris Léon-Bollée, hands meet in a drawn-out close-up. Sex is tasteful, and the meals served in bed look tasty - your eye tends to wander from the glistening bodies to the tray. You can drift off because there's no hard core to the movie; sexual fever, money lust, racism and incest are glossed over. So stick with the sights: rickshaws hustle down streets and an ocean liner steams off at the end, taking the girl and her warring family back to France.

This family sounds strange in

who has made original silent films, such as "The Bear," gives us a tame version of "The Lover." Nobody bites, as if Duras could ever have been just a little sex kitten.

English, the language of the film's original version. Annaud,

(Joan Dupont, IHT)

Freejack Directed by Geoff Murphy. U. S., Warner Bros.

In the year 2009, when most of this overlong and unsightly film takes place, mind transfers are available to the rich and ailing but pollution has made healthy bodies hard to find. So donorsto-be, like the brash young rac-ing driver Alex Furlong (Emilio Estevez), are rounded up from the past under the supervision of Vacendak (Mick Jagger), a bounty hunter in search of tender young flesh. Anthony Hopkins appears briefly in the role of the mastermind who must explain the plot's machinations and seems to be the only real actor in the cast. Based on Robert Sheckley's novel "Immortality Inc.," the film was directed colorlessly by

Geoff Murphy.
(Janes Maslin, NYT)

Afraid of the Dark Directed by Mark Peploe. France/Britain, Ariane.

Peploe, a screenwriter for An-

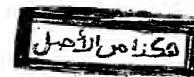
tonioni and Bertolucci, has plotted and directed his first feature, a thriller about a young boy's fantasy world ("Double Vue," in French). Lucas (Ben Keyworth) lives with his blind mother (Fanny Ardant) and father (James Fox) in a quiet Lon-don neighborhood. Too quiet — the blind community is threatened by a mad slasher who could be any one of the trusted neighbors. The window washer leers, the locksmith looks suspicious, there seems to be a Ripper on every corner even his father appears ominous. Midway, another story emerges: The child is going blind and has concocted his own thriller. But after all the red herrings, we're no longer afraid of the dark.

(Joan Dupont, IHT)

There's Nothing Out

Directed by Rolfe Kanefsky. Mike (Craig Peck), the main character in "There's Nothing Out There," has seen too many

horror movies. He can barely go on a weekend trip to a remote house in a lonely wooded sethouse in a lonery wooned ser-ting without getting very, very nervous. Vacationing with three young couples (among whom skinnydipping is the sport of choice), Miles complains con-stantly about the sheer "Friday the 13th"-ness of the whole enterprise. Mike also rolls his eyes in disbelief every time one of the others suggests a lonely walk, midnight swim or trip to get firewood from an adjoining shed (which probably does con-tain an ax, after all). Rolfe Kanetsky, who wrote and directed, has doubtless seen more than his share of low-budget horror efforts, and has set out to give them the skewering they deserve. His intentions are good and his effects sometimes funny, but the whole film plays like exactly what it is, namely the work of a 20-year-old college student. The film's use of actresses dates back to times when the ability to scream while wearing a bikini was considered a form of talent. Aside from Peck's comic timing and the cleverness of a few gags, not much about the film rises above amateurishness, but Kanefsky does show energy and promise.
(Janet Maslin, NYT).



Private Pilots: Flying in Foreign Lands

By Barbara Rosen

ARIS - Recreational fliers who take to the skies from a new country may find the process considerably less complicated than they might have expected.

When visiting another country, recreational fliers can usually get at least temporary permission to fly on a nonlocal license. Often, if flying a plane registered in the country in which you are licensed, you can keep doing so almost indefinitely. But when moving to another country, and especially if you want to fly an sircraft registered there, you will probably have to get a local license or at least validate your now-foreign one.

The process, though sometimes detailed, is usually straightforward. But it varies from country to country, and there is no centralized source of information: You must con-

tact the relevant civil aviation authority. Within the European Community, ranges are in the works to standardize private pilot licenses. Meanwhile, the unifying factor is the Montreal-based International Civil Aviation Organization (ICAO), whose member countries (164 at last count) agree to adopt various regulations. The ICAO cannot control whether its members recognize each other's private pilot licenses. But most use its minimum standards at least as a base, facilitating exchanges.

In Japan, a private pilot aged 17 or more who has a valid license from another ICAO member and at least 40 hours of flying time can get a Japanese license just by completing

In France, foreign ICAO licensees can get e local validation, good for two years, after a

medical check-up.

In Germany, fliers from another ICAO country who have had their licenses renewed at least once and have flown at least 24 hours as pilot in command, can be validated to fly by Visnal Flight Rules (VFR) on e singleengine plane during daytime hours. But for night flights they must pass a practical and/or a written test (in German or Eng-lish).

Getting a foreign ICAO license validated

local air law, approval of your radio license and a flight test that includes navigation. It's done with a flying school and, for someone who is a quick study, can be completed in one week, says Robby Robinson, chief aviation inspector of the Department of Transport's Directorate of Civil Aviation. The validation expires with your foreign license. But the foreign pilot who wants to fly a South African-registered plane by Instru-ment Flight Rules (IFR) must go through a second testing procedure with the Department of Transport, which can take another

The United States issues a restricted certificate to holders of another ICAO comtry's license. The United Kingdom considers everyone on a case-by-case basis.

For owners of planes, airworthiness regulations also vary. James Allan, author of "Going Foreign VFR" (Robert Pooley Ltd., London), moved his plane from Belgium and spent two months and several thousand pounds getting it to British specifications. He says it could be equally complicated moving the other way.

Recreational fliers from all over the world often head to the United States to get trained and certified more cheaply than at home, then return and get their U.S. licenses validated as if they were foreigners. (Japanese also go to Australia and New Zealand.)

"The paradise for private flying is and always has been the United States," says Allan. Everything from instruction to plane rentals to landing opportunities, is more plentiful and less expensive. Fuel costs three times more in France, notes Prançois Besse, an editor of the monthly newspaper Info-Pilote. U. S. manicipal airfields often charge nothing for landings, says Allan, while you can pay as much as £400 (\$720) to land at

in South Africa involves a written exam in London's Heathrow - if you can get permission.

For private flying in Europe, "the easiest, most pleasant and probably least expensive country is France." Alian says, citing e "fairly relaxed attitude by the authorities" and an abundance of small airfields with low or no landing charges. Italy is among the most difficult, he says: too much bureaucracy and not enough of the high-octane, low-lead fuel used by light aircraft.

According to Allan, about 90 percent of private fliers use VFR, which unlike IFR. change every time you cross an international border." He elaborates: For those without an instrument rating, flying in the airways used by commercial traffic is allowed in France, forbidden in Britain and the Netherlands, and the only way to fly without special permission in Greece and Czechoslovakia. Both Germany and the Umited States allow flying VFR after dark; the Netherlands and Belgium do not.

The need for military or diplomatic clear-

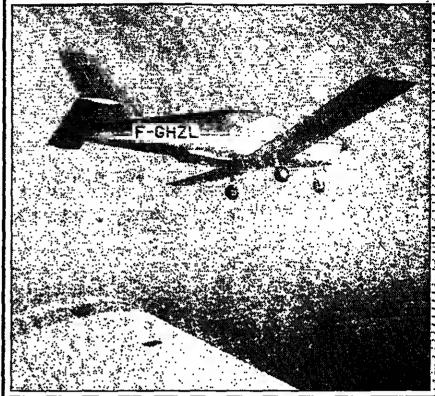
ance also varies. "If you fly over the presidential palace in Rabat, you will be fined," warns James Gilbert, publisher and editor of the London-based magazine Pilot. "If you fly over the presidential palace in Haiti, you're likely to be fired on."

Barbara Rosen is a free-lance journalist living in Paris

By Roger Collis

onal Herald Tribune

HAT do hot air balloons, health



International Herald Tribune Friday, January 24, 1992

Taking to the air with a foreign license is not necessarily complicated.

Do familiarize yourself with Visual Flight Rules for any country in which you plan to fly. They vary from one country to another.

Visual Flight Rules

Do check on licensing regulations when moving to another country. You will probably have to get a local license or have your existing one validated.

Private Pianes

Don't assume that you will have no problems taking your private plane with you to a new country. Airworthiness regulations vary, and it can take time and money to get an aircraft into conformity with local specifications.

Don't assume that you can fly anywhere. Military or diplomatic clearance may be needed in certain cases

Kunstforum (tel: 531.24.44.57)..To. Feb. 2: 120 Japanese woodcuts by such masters of the art as Utamaro,

such massers or the art as Uramaro, Hiroshige and Hokusal. KunstHaus (tel: 712.04.95). To Feb. 9: 80 paintings by the Chileen surre-alist Robert Matta. Kunsthistorisches Museum (tel: 93.17.53). To Feb 9; "Paul Hinde-mith — Composer and Draftsman."

BELGIUM

Musée d'Art Moderne (tel: Musee a Art Moderne (16): 513,96.30). To March 29: Paintings and ceramics by Alfred William Finch, a Belgien artist of the turn of the century whose work was strongly influenced by Seurat. Palale das Beaux-Arts (tel:

507.84.72). To Apr. 19: "Sport in Ancient Greece;" A collection of pottery and sculptures celebrating the practice of sports in Ancient Greece on loan from prestigious European

London

Barbican Centre (tel: 638,4141). To Feb. 11. 'Yefim Ladizhinsky ings and drawings by this Russian ish artish shown for the first time outside Israel. British Museum (tel: 323,8661). To

British Museum (tel: 323.8661). To Feb. 20: "Nihonga:" An exhibition of Jepenese paintings of the first part of the century showing strong European Influence and featuring works by Yokoyama, Shimomura, and Hishida. Covent Garden (tel: 240.10.66). "In the Middle, Somewhat Elevated," William Forsythe's choregraphy staring Sylvie Guillern and Laurent Hisire. Feb. 13, 17, 20, March 2, 6, and 7.

National Portrait Gallery (tel: 306.0055). To Feb. 9: The Potrait in British Art: A survey of British portral-ture from the Elizabethan period to the early 20th century. Also to Feb.23: "Eve Arnold: In Britain:" Exhibition of photographs.

CANADA

Vhout Rap

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National Gallery of Canada (tet: 990.1985). To Feb. 2: "Strengthening the Spirit. Works by Native Artists."

CZECHOSLOVAKIA

Mestská KnihovnaMunicipal Li-brary (tel: 23.22.577). To Feb. 9: Paintings and drawings trace the evolution of the Czech artist Okatar Stavik.

FRANCE

Angoulème
Place du Champ de Mars (tel:
45.95.09.39). To Jan. 26: 19th international comic strip festival.

Musée d'Art Contemporain (tel: 58,44,16,35). To Feb. 2: 21 geometric abstractions using day-glo paint by the American artist Peter Halley. Lyon

Musee d'Art Contemporain (tel: 78.30.50.66). To March 8; Installations by James Turrell which require the visitor's participation.

Musée de la Mode et du Costume (tel: 47.20.85.23). To March 15: "Givenchy — 40 Years of Creation:" Giant photographs of women the French designer has dressed, such as Audrey Hepburn, as well as 130 of his outilits.

trançais (tel: 47.27.35.74). To Feb. 1: "Graffil Art:" works of the last decade by French and American

Mueée de le Poste (tel: 42.79.23.00). To Feb. 1: "The Color of Money:" Exhibition of the different ways money has been represented in the visual arts since the 16th century.

Munich

Neue Pinakothek (tel: 238.05.195). To Feb. 2: "Johann Georg von Dills, Memorial Exhibit on the 150th Anniversary of his Death (1759-1841)." PRAFIL

Musée National des Monuments Jerusalem

The Israel Museum (tel: 708.811).
To May 15: Biblical tales in Islamic painting: Islamic miniatures and paintings from a private collection. ITALY

Palazzo Vacchio (tel: 278.84.22).



The 1965 print "Reducing Salon at Forest Mere in Hampshire," from the exhibition of Eve Arnold's photographs on view at the National Portrait Gallery in London. "Eve Arnold: In Britain" runs through Feb. 23.

Opéra Comique, Salle Favart (tel: 42.60.04.99/42.86.88.83). Lully's 60 figurative paintings by artists such as Francis Bacon, Leon Kossoff, Ludian Fraud and Frank Auerbach. Jean-Marie Villegier, director, Jan. 28, 31 and Feb. 1, 2, 4 and 5.

Martin-Groplue-Bau (tel: 25.48.60). To Apr. 26: "Patterns of Jewish Life" achibits more than 2,000 items describing Jewish life from ancient Jerusalem to the pre-

Museum Ludwig (tel: 221.23.79). To Feb. 9: Paintings and drawings by the composer Arnold Schooberg.

Kunstmuseum (tel: 899.24.60). To Feb. 16: Retrospective of Italian painter Renato Guttuso on the fifth anniversary of his death. Includes 60 peintings and 100 drawings.

Castello di Rivoli (tel: 958.72.56). To Feb. 9: Sculptures by the Italian contemporary artist Giuseppe Pen-

Nakano Museum (tel: 48.1187). To Feb. 9: "Western and Jepanese Style Paintings in Modern Jepan:" In-cludes works by Irie Hakou, Kobaya-shi Kokal and Takauchi Selho.

Hara Museum of Contemporary Art (tel: 3445.0651). To March 20: "Ku-bota Shigeko: Video Installation" traces the career of the New Yorkbased artist whose work in video has helped define this radical art form.

Groningen

of works by contemporary sub-Saha-

Madrid

Martigny

Pully

Kunsthaus (tel: 251.57.55). To Jan. 26: "Swiss Visionaries." Swiss artists from the 19th century to the present day look at utopias.

UNITED STATES

Los Angeles Music Center Opera (tel: 972 7213): "Kullervo", the world premiere of Aulis Sealinen's adaptation of an ancient Finnish legend. Feb. 25, 27, 29, March 2.

New York

Metropolitan Museum of Art (tel: \$35.77(0). To Feb. 18: Retrospective of paintings by the American Stuart Davis (1892-1984).

Museum of Modern Art (tel: 769.9750). To Jan. 28: Drawings by Art Spiegeiman, including the original pages for both parts of "Maus."

Whitney Museum of American Art, Madison Ave. at 75th Street (tel: 570.3633). To Feb. 2: "Celebrating Calder:" More than 50 works spanning Alexander Calder's career, including mobiles, works on paper, jewelly and tapestries.

Washington

Washington

Corcoran Gallery (tel: 638.3211). To Feb. 16: "The Body Bectric: Zizi Raymond and Kiki Smith." 20 sculphydroxide in the human body.

Hishhom Museum and Sculpture National Gallery (tel: 737.4215). To Feb. 17: Retrospective of works by the American landscape painter Al-

NETHERLANDS

Rijks Museum (tel: 673.21.21). To March 1: First international exhibition of Rembrandt'a work. Includes 46 major paintings, etchings and 31 works by his pupils.

Groninger Museum (tel: 18.33.43). To Feb. 8: "Africa Now:" Exhibition

Museo Español de Arte Contem-porano (tel: 549.7150). To Feb. 28; "Czechoslovaidan Cubiam" traces the art scene of the early 20th century.

SWITZERLAND

Museum für Völkerkunds (tek 266.55.00). To March 15: "Textles in Beil:" Large exhibition focusing on the symbolic role of textles and clothing in the island culture.

Fondation Pierre Gienedda (tel: 22.39.78). To March 8: "Calims, Pre-Columbian Colombia." Statuettes and gold objects.

Musée d'Art Contemporain (1st 29.91.46). To March 15: First major retrospective of photos by Robert Map-plethorps. Includes over 170 works from private and gallery collections. Zurich

Los Angeles

bert Sierstadt.
National Portrait Gallery (tel: 357.2700). To May 17: "Time Covars the War: Personalities from World War II." 35 original cover portraits done for Time Magazine.
Sackler Gallery (tel: 357.2700). To April 5: "Challenging the Past: The Paintings of Chang Dal-chien." 87 works by the foremost Chinese artist of the 20th century.

clubs, flying lessons, power boat racing, golf tuition and photo safaris in Kenya have to do with the business traveler? They are awards in Virgin Atlantic's Freeway frequent flier program. And if you want a boring free flight you can have it as well This is Virgin's response to the gathering pace of competition on the main trans-Atlan-

tic routes from U. S mega-carriers, like American and United Airlines, which are signing up European members as fast as they can in frequent flier programs (FFPs). During the last 12 months, British Airways, Iberia, KLM and British Midland have launched FFPs. SAS is "putting one together," possibly in early March, and Swissair is "looking at possibilities." Pundits predict that by the end of 1992 there will be hardly any European sirlines without an awards program of some kind. Mileage counting seems to become as much of an addiction in Europe as it is in North America.

Since American Airlines introduced the

first FFP 10 years ago in the wake of U.S. airline deregulation, they have become a global phenomenon. Around 30 million people are enrolled in one or more programs. Last year they earned millions of miles of free flights and class upgrades. What's in it for the sirlines is winning customer loyalty and knowing who their customers are - this is known as database marketing. A recent survey showed that two-thirds of passengers on an average United trans-Atlantic flight were members of an FFP — the majority in United's Mileage Plus scheme. More than a third of people in first and business classes said earning mileage was the main reason for flying United.
Why have European airlines been slow to

get into the act? In Europe's tightly regulated skies there has been no imperative until now, although major carriers are partners in et least one North American airline FFP both for accumulating mileage and using awards. Europe's FFPs are more specifically targeted toward business travelers than the general catch-all approach of those in North America.

They are often linked to an executive club, the membership of which depends on how many times you fly or how much you spend with the sirline. Benefits include the run of the airport lounge, extra beggage allowances, and hotel and car rental discounts. Club members typi-cally get e higher level of mileage or points in the airline's FFP.

In Europe, a Frequent Flier Boom

"You don't want to waste your money by giving benefits to people who do not actually fly very frequently," says Sue Moore, general

The Frequent Traveler

manager for business development et British Airways. "We aim our program at people who give us e lot of business, the full fare

Airlines are discovering, however, that frequent travelers are not motivated by free tickets alone. Says Chris Moss, marketing director of Virgin Atlantic in London, "The last thing heavy fliers want to do is get on another plane. Our Freeway program was born out of the fact that people, while attract-ed by a free ticket, had quite e different view when they came to redeem it. So we offer exotic things, such as e visit to the Great Wall

of China, and hot air ballooming.

The basic offer is, flying business class you get e free economy tacket for that sector, which you can use yourself or transfer to someone else. Freeway is a points-based scheme similar to the U.S. mileage schemes. Should you not wish to use the free ticket you can transfer it into points and get to the other awards quicker."

Latitudes, the British Airways FFP, was launched last April. It rewards passengers with an arbitrary number of "Air Miles"

which vary by route and the class you're flying. For example, you get 50 Air Miles for each single flight within Europe in business class. You're then able to redeem these as real miles of travel. So you'd need 10 flights in European business class to get one free flight from London to Paris. "We're the converse of the American pro-

grams," Moore says. "With them you collect

miles according to distance and then redeem

against an arbitrary points table. Latitudes is

the other way around. You redeem on the

5 Hourglass

e Looked et

10 A grenter of

12 Exigency

way

11 Della's creator

15 Protein in milk

cheesecake

9 Tomato saleds

6 Dipl.

7 Equal

figure lashione

basis of distance."

and car rental plus (for Royal Wing mem-bers) a guaranteed seat if you book 48 hours A one-way flight from Amsterdam to New York earns 700 points in economy at full fare, 2,100 points in business and 4,200 points in first class. A free one-way flight to New York requires 15,000 points in economy and 30,000 points for business class. An upgrade from economy to business class will cost you

British Airways is promoting travel on its North American services with the incentive

of triple Air Miles to cities such as New York,

Boston, Philadelphia, Miami, Pittsburgh,

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Palestinians Kashmir Gunmen Kill 5 in Attack on Buses Carrying Hindu Activists Back Off on Boycott of Peace Talks

JERUSALEM - The Palestinian delegation to the Middle East peace talks said Thursday thet if the United States granted Israel's request for \$10 billion in loan guarantees for resettling new immi-grants it would deliver "a direct slap to the peace process" and for-feit its role as a fair mediator.

But delegation members did not repeat recent warnings by Palestinan leaders that if the loan guarantees were approved they would boycott multilateral Middle East talks scheduled to begin in Moscow

next week. The Palestinian delegates said at a news conference that the decision on going to Moscow rested with the Palestine Liberation Organization in coordination with Arab states. "I don't think you'll bear the decision here," said Saeb Erekat, a member of the Palestinian team.

Secretary of State James A. Baker 3d was expected to give the U.S. reply to Israel's request for loan guarantees on Friday at a meeting in Washington with the Israeli ambassador, Zalman Shoval.

The spokeswoman for the Pales-tinian delegation, Hanan Ashrawi, said the granting of loan guaran-tees on Israeli terms "would be a direct slap to the peace process and a negation of the American role as an even-handed peace broker."

But she added that if the loan guarantees were coupled with "an open-book policy" under which Is-

racii outlays for settlements in the

occupied territories would be monitored, "that would be another is-Mrs. Ashrawi's remarks indicated a softening of the Palestinian position on attending the Moscow conference. Last week Nabil Sha'ath, a senior adviser to Yasser Arafat, the chairman of the Palestinian Liberation Organization, hinted that the Palestinians would

not go to Moscow if the loan guar-

antees were approved

By Edward A. Gargan

New York Times Service LUDHIANA, India - Gunmen in police disguise opened fire Thursday on several busloads of Hindu nationalists headed for the strife-torn Kashmir Val-

vinist Bharatiya Janata Party, left the southern tip of India on Dec. 11 heading for Srinagar, the capital of Kashmir. There, Mr. Joshi has said, he will unfurt the national flag of India on Sunday, India's national day, to demonstrate the unity of the country.

A.M., two men dressed in police uniforms fired on the lead bus with assault rifles.

Although Mr. Joshi was not to travel ley, killing five people and wounding down the road where the killings occurred for another four hours, he said that he The caravan, led by Murli Manohar Joshi, the president of the Hindu chan-

> back," he said. Mr. Joshi's trek, emulating a march staged last year by another party leader scale guerrilla war is being waged by that was plagued by rioting between Hin-Kashmiri rebels seeking a separate nadus and Muslims, has provoked unease

try's senior official in charge of internal security, S.B. Chavan, had repeatedly warned Mr. Joshi that it was unsafe for him and his followers to travel through the Punjab and into Kashmir.

For nearly a decade, Sikh militants have been waging a hit-and-run war with "There is no question of my turning the police and army as part of an effort to win independence for the Punjab. And in neighboring Kashmir to the north, a fulltion. Human-rights groups have regularly denounced the activities of India's securi-

After a group of buses passed through the town of Phagwara shortly after 10 who see this procession as needlessly into the form of Phagwara shortly after 10 cendiary. The home minister, the counciling hundreds of instances of torture insists that Kashmir be brought firmly and killing of suspects.

> Under the Indian Constitution, Kashmir, a predominantly Muslim region, has been accorded a degree of autonomy far greater than have India's other states. Indeed, Kashmir's very status remains in some doubt, with both Pakistan and India claiming the region. India never per-mitted a plebescite, intended to deter-mine the desires of the Kashmiri people,

It is the strength and endurance of the Kashmiri rebellion that prompted Mr. Delhi among political commentators and analysts that Mr. Joshi's attempt to raise

into the Indian union and that the uprising there be suppressed with whatever violence is necessary. Because the government in New Delhi, and earlier governments as well, have endeavored to placate the concerns of Kashmiris while keeping

them within the Indian fold, extreme nationalists like Mr. Joshi's party have used the issue to whip up Hindu antagonisms towards Kashmir and toward India's large Muslim population.

While it is widely recognized in New

the Indian flag in the center of Srinigar, the capital of Kashmir, is an inflammatory act. Mr. Joshi insists that he has every right to express his patriotism in every corner of India.

The Jammu and Kashmir Liberation Front, the most widely supported of the guerrilla groups in Kashmir, has said that it has formed special squads to shoot anyone found carrying an Indian flag on Sunday. It has also said that it will attack any vehicle traveling on the road through the Kashir Valley. For their part, the army and security forces in Kashmir have warned residents to stay away from the highway for the next two days.

CONTRACT: Los Angeles Breaks Sumitomo Deal

(Continued from page 1)

history of delivering world-class products on schedule and within leet," he said.] The entire episode brought home the potency of the economic issue

in this election year. This might crystallize in politi-cal leaders mind that part of their job is keeping the economy in their region vital," said Catherine O'Neill, co-founder of Citizens for Public Transportation in the Public Interest, a group that helped focus the public outcry. "This is the largest public works project in the United States, involving \$150 billion over 30 years. Maybe we can being some industry to this some."

bring some industry to this area." The commission estimated that the new proposal, parts of which would require approval by the state legislature, would produce 4,445 jobs in the United States and 740 jobs in Los Angeles for 30 years, compared with 1,750 jobs in the United States and 370 jobs in Los Angeles for three years under the

tomo plan. [In Tokyo, Agence France-Presse quoted Tomiichi Akiyama, resident of Sumitomo, as saying that the decision by the Los Angeles commission was "extremely regrettable, as Sumitomo America satisfied all the customer's requirements and enjoyed a high reputa-

[Japanese officials were reluctant to comment, Renters reported. The deputy minister for international

trade and industry. Yuji Tanahashi, said be would not comment because he had not heard the de-

But he added, "Basically, the U.S. government sees any company operating in that country as an American company regardless of the origin of its capital." As a result, he said, he thought the move

was "questionable."] mile (37-kilometer), 14-station rail line from Norwalk to El Segundo just south of Los Angeles — should use new driverless technology. Last

Japan's Diet to Buy 2 U.S. Cars

TOKYO - Japan's parlia-ment announced Thursday that it was buying two Buicks as part of its effort to persuade reluctant Japanese to bny American cars.

The two Buick Park Avemues, made by General Mo-tors, will be the first foreign cars the Lower House of the Diet has bought for official use since the Japanese car industry came into its own after World War IL

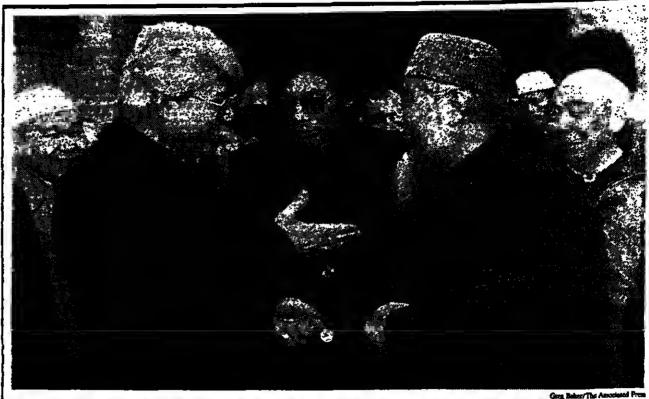
month the commission had an proved the more costly automated machines, heavily pushed by Mayor Tom Bradley of Los Angeles, a member of the commission, which is overseeing the construction of a 300-mile rail mass transit system in the nation's largest county.

But on Wednesday, over Mayor Bradley's objections, the commission also retreated from the auto-The issue was complicated by a local dispute over whether the cars for the new Green Line — a 23-dubbed the "L.A. Car," that could be used on all the different rail lines in the system, but permit automa-tion later if wanted. Having stan-dardized cars with same basic body, appearance, trucks, couplers and the like, commission staff said. would encourage the development of local suppliers of parts and components, since they could rely on a

consistent technology.
Under the plan, the county would spend \$49 million to equip a new factory, which it would then lease to manufacturers to build the cars. The executive director of the commission. Neil Peterson, likened this to the so-called GOCO, or government-owned, contractor-oper-ated, system used by the federal government for making jet fighters

and other military equipment.
But critics say such a system is extremely costly and subject to

A commission spokesman said it could not yet be determined how much it would cost to terminate the Sumitomo contract.



ISRAELI VISITS MOSQUE — Foreign Minister David Levy of Israel, left, with Imam Hajj Daoud at Beijing's main Muslim mosque on Thursday. Mr. Levy, who is on a 5-day visit to China, will establish diplomatic relations between China and Israel.

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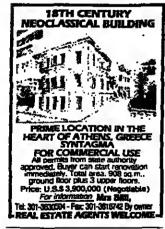
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with Germans and that the company planned (Costinued from page 1) to set up divisions in which only German would

territory that is now Poland, Raciborz was part of Germany until 1945 and still has a German The Polish government unleashed a wave of local anser recently when it sold 80 percent of Pollena, the town's third-largest state-run com-

pany, to Henkel, a German chemical constomerate, for \$18 million. Henkel has promised to modernize the Pollens factory, which makes laundry detergent, hand soap and other cleaning products. The new owners pledge to keep on all 500 employ-ees for at least two years and raise wages, which are now only alightly above the national aver-

age of \$150 a month Although its exterior is ramshackle and rundown, Pollens was one of the few profitable state-run companies in Poland. It netted \$3 million last year, and it boasts relatively modern equipment purchased from Italy and highly automated assembly lines.

"You cannot do things like this," said Andrzej Andrzejczak, a local member of parliament who opposed the sale. "You cannot get rid of our national property that brings us national

profit." Mr. Andrzejczak, who said no forcign company should be permitted to obtain a majority share in a Polish company, recently sent a letter demanding public release of all documents re-lating to the sale. The letter was signed by six other members of parliament, including five in the Raciborz area.

He asserted - without providing evidence -He asserted — without providing evidence — and a similar company in Prague being pur-that Henkel was replacing Polish employees chased by Procter & Gamble.

Mr. Andrzejczak belongs to the Confederation for Independent Poland, a nationalist party with about 8 percent of the seats in parliament. The Christian Democratic Union, a party of about the same size, has expressed similarly of about the same size, has expressed sin

strong reservations about foreign investment. Hubert Gahrisch, deputy director of the In-stitute for Comparative Economic Studies in Vienna, said German companies were the top investors in Poland and Czechoslovakia, with about a one-third share in each country. Mr. Lang, the Hungarian economist, said the

recent rush of U.S. investment had pushed the United States share in his country to 60 percent, with Germany second at 20 percent. He said this would probably even out over time. Polish government figures said German com-panies invested \$153 million from 1989 to 1991, with American companies ranking second at \$62.5 million. Hungary is well ahead of its

neighbors in attracting capital, with an estimated \$1 billion in 1991 alone. Through Angust last year, said the UN Economic Commission for Europe, Czechoslovakia had amassed over \$400 million. No 1991 figures

for investment in Poland were available. In view of Poland's poor lack in landing foreign investors, officials at the Pollena plant seemed delighted by the German help. They said laundry detergent was now one of Poland's most competitive businesses, with a sister fac-tory in the country already bought by Unilever,

GERMAN: Unease Grows as Industrial Titans Return to Eastern Europe Slawomir Oszczeda, the director of Pollena, dismissed Mr. Andrzejczak's assertions as ludicrops and said the company had not dismissed any Polish workers since the sale to Henkel.

We really should forget," Mr. Oszczeda said, pausing "Well, maybe not forget, but not stress, our love of fatheriand. There is no comtry that can isolate itself from other nations and build a strong economy,"

Leon Stosz, the economist who heads the Pollena plant's branch of the Solidarity labor union, proudly calls himself a Silesian of German origin. "We do hope that the war that ended in 1945 was Europe's last," he said. "This comes from developing economic links between countries. People don't bomb their own proper-

Privatization of the town's two other big state-run employers is bogged down in the bureaucratic procedures being used by the Pol-ish government for selling off industrial property. All Polish factories have the option of finding their own buyers.

German investment in Poland thus far is tiny compared with the billions of dollars already sunk into Eastern Germany since reunification. But Polish officials said that the number of German businessmen searching for opportunities is on the rise.

In the initial months after the fall of the Berlin wall, Chancellor Helmut Kohl angered many Poles with his reluctance to unequivocal-

ibrace the existing Polish-German border. That boundary was enshrined in a friendship treaty signed last year between the countries. Still, some uncasiness about German attitudes persists at the highest levels.

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SPAIN

Page 18 FOR MORE **REAL ESTATE**



Timela Activists





WONTER



Environmental Cause Is a Royal Prerogative

Thailand's favorable habitat "must be preserved, so. that it will not change from a land of gardens and rice into a desert," says King Bhumipol Adulyadej.

Elephants are protect

Indeed, it has been one of the hallmarks of his long reign, which began with his coronation in 1950. He and other members of the royal family year outside of Bangkok traveling informally throughout the country-

side from one or another of six provincial residences to observe conditions and prob-

lems in rural areas.
Out of these visits have come more than 1,000 "royally mittat-ed" projects. Many of these, especially in the early years, were ad-dressed to such local problems as the need for water supplies, land ownership and proper utilization of the soil increasingly.

though, the king's ideas have involved the principle of sustainable development of natural resources — preserving and improv-ing the environment while also meeting the needs of an expanding popu-

lation that requires more space.

The nomatic northern hill tribes. for example, posed two difficulties. One was social; their rehance on the opium poppy as a subsistence crop, which was then sold to middlemen and eventually refined into herom. The other was environmental; their all segments of the That population slash-and-burn system of clearing forests for poppy fields which was denuding hillsides thronghout the north. Under a Royal Project started

Thailand's revered tuler has often in 1969, substitute crops like fruits expressed his concern regarding the and vegetables were introduced, and preservation of nature and wildlife. tribal groups were encouraged to settle in permanent villages, where they receive medical attention and educa-

> Numerous other royal projects, insluding wildlife preserves, also stress the importance of conservation and protection of existing resources.
>
> Summarizing the king's work in a 1988 smidy, the United Na-

tions Environment Program commented: Overall, it is clear that fhis] concepts and the Royal Projects are excellent examples for promoting sustainable development. Natural resources and the environment are prodeatly protected and managed to provide continuous benefits to increase the standards of

living and quality of life of the people Her Majesty Oneen Sinkit has been equally active in environmental work. She has lent her personal support to reforestation projects in the northeast, and she serves as patron, of the Wildlife Fund Thailand, founded in 1983 as an affiliate of the Worldwide Fund for Nature, the world's largest private organization

working for namire conservation.

Given the immense part felt by for the monarchy, such active participation in the environmental cause has helped make it a nationwide con-

VER recent years, Thailand has experienced impressive economic growth, mainly centered around such urban areas as Bangkok. Beyond the cities, in almost every region, there remain vast areas of extraordinary beauty, ranging from the mountainous north to the spectacular southern seacoasts. These constitute a rare natural heritage, now being protected by the Thai government through a system of national parks and wildlife sanctuaries and by a travel industry eager to attract a new generation of environment-conscious visitors.

Preserving the Heritage Of a Scenic Kingdom

Roughly shaped like the head of an elephant with the long southern peninsula representing its trunk, Thailand features remarkable scenic and geographical variety in an area about the size of France.

Granitic, forest-clad mountains in the far north of Thailand rise to more than 2,000 meters (6,560 feet), towering over fertile valleys watered by such rivers as the Ping. Wang, Nan and Yom. These gradually descend to the great Central Plain, a vast flat expanse stretching for some 450 kilometers to the Gulf of Thailand and covered with a rich, alluvial soil that makes it one of the world's most productive rice growing regions.

West of the plain are more densely jungled heights along the Thai-Burmese border, a continuation of the Himelayan foothills, while to the northeast is the Khorat Plateau, rimmed by the Phanom Dongrak and the Petchabun mountains. In the south, there are 3,000 kilometers (1,869 miles) of coastline, part of it around the gulf and part on the Indian Ocean extending down to the Malaysian border.

Nearly all the great events in Thai history have taken place in the central region, close to the source of agricultural abundance, beginning with Suk-

Gentle Faith Is Source Of Conservation Ideals

The spread of Buddhism in Asia brought with it a deep appreciation of nature and a strong belief in the sanctity of life, animal as well as human.

About two-and-a-half thousand years ago, on a full-moon night in July, the basic precepts of the Buddhist religion were laid down by its founder. The scene was a park at Sarnath, in northern India, which also served as a sanctuary for tame deer. The deer is now one of the symbols of Buddhism, while the anniversary of the first sermon is cele-brated by Buddhists everywhere, immediately followed by the threemonth "rains retreat," when monks traditionally remain in their temples to study and to avoid accidentally

treading on young plants.

In Thailand, 95 percent of the population is Buddhist, and at one time or another - usually at the age of 21 - almost every young man, from the king down to the most humble farmer, is ordained as a monk for a period that may be only a few weeks or the full three-month Buddhist lent season. During this time, he not only studies more about the faith but also

acquires, from senior monks, its prevalent attitudes. Throughout the country, there are more than 700 socalled forest monasteries — retreats that offer security actual forest. There

in a natural setting. Buddha attained nirvana under a strong potential sometimes in an the Bo tree.

was one such monastery outside the first capital of Sukhothai, to which the king went regularly to present robes to its scholarly monks and enjoy the peaceful surroundings. The present king is also a devout Buddhist and spends time in provincial temples whenever he can.

It was in a Buddhist monastery in Samut Sakhon Province that the last known Schomhurgk's deer, a species believed to have been unique to Thailand, found refuge when all the rest of its kind had been decimated by hunters. A yellow ribbon with a bell was tied around its neck for added protection, but when it wen dered outside the temple grounds one night in 1938, it was killed by a drunk. More fortunate have been the open-billed storks that migrate from Bangladesh every December to Wat Phai Lom, north of Bangkok on the Chao Phraya River. Here they are provided with sanctuary to mate, lay eags and rear their young before fly-

ing off in June.
Thai Buddhism in general avoids political activity, and only in a few instances have monks become openly involved in Thai conservation issues. Recently, however, one monk

achieved considerable attention in the newspaper for his opposition to a project that threatened a forest where his monastery was located. The underlying beliefs of the religion provide base for environmental interests -

a wellspring that can, and probably will, be drawn on as young Thais become increasingly concerned about preserving their natural envi-

ADVERTISING SECTION

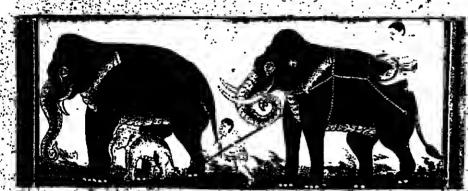


by trained work elephant can cost more than \$8,000.

HE elephant holds a special place in the heart of every Thai. For more than 4,000 years, he has been a friend to man, helping to harvest the forest and defeat enemies. But even more important, the elephant is a key figure in the story of Buddhism and is the royal animal of Thailand. Thailand was the first nation in the world to put elephants under official protection; it began to do this more than 200 years ago, during the first years of the Chakri Dynasty. While protection prevented the large-scale lestruction of elephants for food, ivory or leather, the animals could still be used in the timber industry and the military.

In 1921, King Rama VI codified the law so that every fifth elephant caught in the wild would be handed over to the crown. This custom continued until the 1960s; even today, any white or albino elephant born of domesticated parents or found in the wild is given to the king, as it is considered especially sacred.

Elephant statues and motifs are found at temples all around Thailand. It is said that Buddha's next-to-last reincarnation was the result of a union between his mother. Queen Maya, and a magical white elephant named Chadanta. One of the most famous places of elephant worship is the Erawan Shune in central Bangkok, right next to the new Grand Hyatt, at the shrine, worshippers leave carved wooden elephants as part of their offering



Treatise on elephant training, from the period of Rama II.

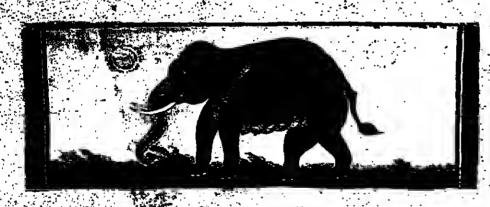
Today, Thailand has about 5,000 captive elephants and an estimated 2,500 to 4,500 in the wild. The domesticated beasts perform a variety of chores, from knocking down trees and dragging logs at timber camps to hauling wooden rice carts and taking fourists on safati. The elephant is especially valuable in the forest because it can negotiate thick forest and steep hillsides without the need for expensive service roads, thereby saving millions of dollars on timber operations.

Work elephants are trained at special schools, like the Young Elephant

Training Center at Lampang, which is open to the general public. Most of the elephant "students" are five or six years of age. During their time at addition to learning how to respond to more than 40 commands. A number of places around Thailand offer elephant work demonstrations, including the Rose Garden just outside Bangkok. A fully trained work elephant can

fetch more than \$8,000.

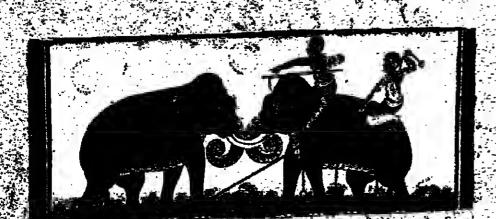
Another good place to see the creatures is during the annual Elephant Roundup at Surin in northeast Thailand. The event usually takes place in early November at the start of the dry season, as the mahouts (trainers) gather their elephants at a imge field on the outskirts of town. The animals are put through various elemonstrations of their labor skills, but the highlight of the event is a mock battle on elephant-back, complete with himsin warriors with spears and colorful costumes.



fr is much more difficult to see wild elephants, which have been declared an endangered species in Asia because of their dangerously low numbers.
Khao Ym Plational Park, which has about 250 elephants, is considered the Another to spot them in their natural habitat. But even so, they tend to stick to spot them in their natural habitat. But even so, they tend to stick to sheather bish by day, only coming out into the open after dark.

Another 30 national parks and wilding sanctuaries have dephant populations that day from less than a dozen to a few hundred. The larger heads can be found at the any Kachan, Hung Kha Khaeng, Thung Yai, Phu Lusing, Om Kor and Maetine AB of these parks are along the Burnese from the which is the talky part of Thailland with an uninterrupted the first of the stalk presuments the secreted diligently to protect wilding habitats through a properties and the secreted diligently to protect wilding habitats through the protected areas means they are hard to part of Hiegal Corner and sink size of the protected areas means they are hard to part of Hiegal Corner protection of the elephant's habitat continues many positions after massive floods took thousands are on logging brought after massive floods took thousands of hapan lives. If the remaining forest can be preserved—even outside intional park boundaries the wild elephant has a chance to survive in Lashand.

even outside national park boundaries chance to survive in Linkard.



Sighting the Whale Shark And Other **Aquatic Quests**

The large national parks and nature reserves of up-country Thailand are not the only places to observe the nation's wealth of wildlife. There are many animals offshore as well, in the azure waters that surround the numerous islands and reefs along Thailand's extensive coastline.

Thailand has a protracted shoreline that fronts both the Pacific and Indian oceans. The Gulf Coast stretches from the Cambodian border all the way down to Malaysia. The Andaman Coast reaches from Burma to Malaysia. There are numerous islands on both sides of the peninsula, including some of Asia's top beach resorts: Phuket, Koh Samui and Koh Phangan, to name just three.

The common denominator among these islands is a rich treasure of underwater life, often protected within the bounds of marine national parks. Aquatic adventures can range from simple snorkeling along the beach to a week-long scuba-diving expedition. One of the great things about Thailand is the accessibility of underwater adventure. Most of the

Colorful tropical fish and other sea-

dwellers are found in the azure

waters along the

Diving lessons can cost anything from 1,000 baht (\$40) for a simple introductory class to more than 6,000 baht for a five-day, advanced open-water course. A one-day div-ing or snorkeling trip around Phuket costs about 1,500 baht, including equipment rent-al; seven-day trips to the Similans run about 14,000 baht per person, including gear. The diving season in the Similans runs from November to April.

Koh Samui is on the eastern side of the isthmus, in the Gulf of Thailand. This onceisolated island became popular with young travelers during the 1980s, and now some of the bungalows and cabanas are being up-graded to attract a more affluent crowd.

Some of the best diving and snorkeling is at Ang Thong Marine National Park on the western shore. There are about 20 islets in the Ang Thong group, most of them surrounded by reef. Some of the best coral is off Koh Tao. The park headquarters at Sleeping Cow Island has overnight bungalows, but most people visit Ang Thong as a day trip. Highway Travel and Songserm Travel Center both offer day-long trips to the islands, or a boat one he hierd from the pier at Nathon Koh can be hired from the pier at Nathon. Koh Samui Divers offers both classes and equip-

resorts offer scuba-diving classes and scuba and snorkeling equipment. If the hotel itself does not have a boat, there is always someone for the day. Phuket is the jumping-off point for explo-

rations of the Andaman Sea. The beautiful reef off the northwest shore of the islands falls within the bounds of Hat Nai Yang Marine National Park. The beach here, the longest on Phuket, is a hatchery for sea turtles from September to January. The best time to see the turtles is around midnight. when they crawl up from the waves to lay their eggs in the sand.

The other protected area in this region is Phangnga Bay Nanional Park in northern Phuket. The scenery here is remarkable: karst knobs that rise straight from the sea. If these look familiar, it is because Phangnga Bay featured prominently in the James Bond movie "The Man With the Golden Gun," which was filmed here in 1973. To visit the area, travelers may join day-long tour from Phuket Town or hire boats along the shore of Phangaga Town on the mainland.

There is good scuba diving all around Phuket. The waters off tiny Dok Mai Island are home to sharks, moray eels and stingrays. Nearby, on Cape Phanwah, is the Marine Biological Research Center. Farther south are the two Raja Islands, protected by coral reefs, with a steep drop-off on the windward side. This is one of the few places in the world where one can glimpse the enormous whale sbark; the largest member of the shark family, it is a gentle giant that feeds on plankton.

Other popular diving and snorkeling spots are the two Phi Phi Islands, which lie about a two-hour voyage east of Phuket Town. This is another James Bond landscape - steep limestone peaks that rise straight from turquoise water, abundant underwater life and bungalows on the beach if one wants to spend the

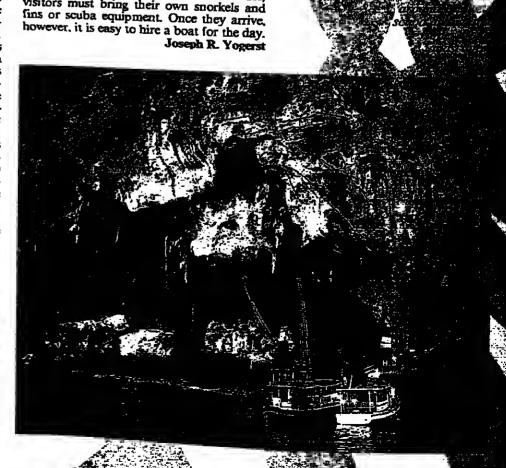
In the Andaman Sea, about 100 kilometers (62 miles) northwest of Phuket, are the isolated Similan Islands, one of the world's top-10 diving spots. Among the underwater denizens found at this marine national park are giant groupas, at least eight species of shark, the beautiful but poisonous lionfish and thousands of colorful tropical fish. There are nine islands in the group; the best diving and snorkeling is along the eastern edge of Koh Mieng, where there is also a national-park

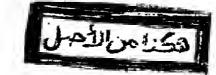
bungalow and campground.

One of the problems with Phuket is trying to choose among the dozens of diving shops that offer courses and cruises. Fantasea Diving on Thaveewong Road in Patong is the oldest and one of the most reputable on the island. Other good bets are Andaman Sea Diving and the Phuket International Dive Center, which has branches at the Coral Beach Hotel and Le Meridien Phuket, Andaman Divers and Fantasea arrange diving expeditions to the Similans.

Just north of Koh Samui is another trail cal paradise island called Koh Phangan, There are a number of good snorkeling spots around the periphery, including Bang Charu Bay, Yao Beach, Chalok Lam Bay and Tae Nok Island, Koh Samui Divers in Nathon can also arrange diving trips to the waters around Phangan.

Pattaya, on the eastern side of the Gulf of Thailand, used to be an underwater paradise, but pollution from the port and hotels has destroyed much of the reef and driven the fish away. Farther south, however, there is an unspoiled marine environment at tiny Kob Samet, which recently celebrated its 10th anniversary as a marine national park. There are no diving shops or schools on Samet; visitors must bring their own snorkels and





From Sun Bears To Orchids, A Wealth of Exotic Flora And Fauna

in the way

Designation.

Prior to World War II, Thailand had a population of only 15 million; about 70 percent of the country was covered with forest, rich in wildlife and exotic plants. Today, there are nearly 60 million Thais, and the forest cover has shrunk to less than 20 percent of the country. Despite the inevitable loss this reduction implies, there still remains one of the most varied collections of flora and fauna in all of Asia, most of it now found in the country's extensive network of national parks and wildlife sanctuaries.



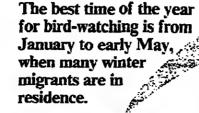
According to the book "Mammals of Thailand," the standard work on the subject by Boonsong Lekagul, Thailand's leading conscructionist, and Jeffrey A. McNeely, some 282 mammal species are native to the country. These range from the majestic elephant, symbol of royalty and once the mainstay of the northern teak industry, to the tiny mouse deer, which picks its timid way through the

undergrowth on matchstick-thin legs.
Tigers, once frequently encountered in lowland forest areas, are now rare, though some still live in such parks as Khao Yai in the northeast and Kaeng Krachan near the Burmese border, as well as in wildlife sanctuaries like Thung Yai Naresuan in Kanchana-huri Province. More common is the small hut beautiful leopard cat, and real leopards are

also sometimes seen in the southern jungles. Of the wild cattle family, the most impressive is the huge gaur, 2 meters (6.6 feet) tall and weighing more than a ton, while wild buffalos can be seen at the Huai Kha Khaeng sanctuary in Uthai Thani Province. A number of species of deer are found, among them the large sambar, the barking deer and the mouse deer.

Thirteen primate species live in the country, the most appealing of which is undouhtedly the gibbon, whose mournful morning hoots can be heard at Khao Yai and some parts of the southern peninsula. The clever macaques include a pig-tailed variety that can be trained to climb coconut palms and pick ripe nuts for its master, as well as a coastal resident that swims and catches crabs and fish. A large group of macaques has taken up residence in a temple at Lopburi, north of Bangkok; they are regarded as bearers of good luck by local residents, who

annually present them with a lavish feast. Other mammals include 92 species of hats,





A land for bird-watchers: Hornbills are a common sight in national parks.



Thailand's hird life is exceptionally rich, making the country one of the prime Asian destinations for dedicated bird-watchers. Studies have identified more than 900 species so far; new ones are regularly being added to the list by such specialists as Mr. Boonsong, who, together with Philip D. Round, has written a book on this subject as well. Only recently, a rachet-tailed treepie was sighted in a national park near Burma, a thousand kilometers (620 miles) from its supposed habitat in central Laos.

Among the most spectacular birds in Thailand is the great hornhill, one of the 12 hornhill species found in the country and a common sight in Khao Yai and several other national parks. Also a memorable sight at Thung Salacng Luang park in the north is the beautiful Siamese fireback pheasant, a pair of which excited much admiration when they were presented by a Thai emhassy to Napoleon III of France in 1862.

Water birds, many of them seasonal migrants, abound in swamps and coastal areas; 12 different species of pittas scurry across forest trails: and kingfishers, in a flash of iridescent blue, swoop down on secluded pools and streams. Of considerable economic importance is the tiny swiftlet known as Collocalia esculenta, which swarms in great numbers along both coasts in the far south. These favor lofty limestone caves and cliffs as places to huild the little nests that command equally lofty prices when transformed hy Chinese chefs into a bowl of bird's-nest soup.

In addition, there are babblers and war-blers, paradise flycatchers and red-throated sunbirds, black-naped orioles, white-hellied sea eagles, woodpeckers, peacocks and splen-did great argus pheasants, to mention only a very few of the other avian delights awaiting discovery.

According to a well-researched new book on Thailand's national parks by Denis Gray. Collin Piprell and Mark Graham, the best time of the year for bird-watching is from January to early May, when most of the native species are breeding and when many winter migrants are still in residence.



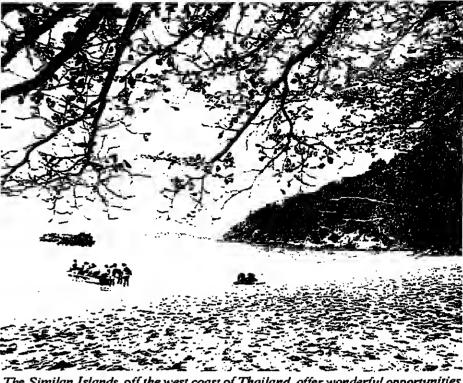
Though diminished, Thailand's forests still offer a fascinating range of plant life, particu-larly in protected areas. At the lowest altitudes, mainly along the southern peninsula. are rain forests, perpetually green and humid, where as many as 200 different species of trees can be identified within a single hectare (2.47 acres), soaring up to a canopy as high as 60 meters. Palms of all kinds grow here, among them the climbing rattan with its lethal armor of thorns; hird's-nest ferns cling to hranches; and the aerial roots of the strangling fig — a member of the ficus family twist bizarrely around the trunks of host trees. On the dimly lit forest floor, a sharpeyed walker may spot such exotic specimens as the Tacca, with its weird, purplish-hlack

Also along the coast are mangrove forests, with strange hreathing organs that stick up out of the mud like stalagmites when tidal waters recede.

At higher elevations come different kinds of forests, some evergreen and some deciduous; among the latter is the noble teak, once the source of a major industry in the north but protected since a nationwide han on logging in late 1988. In the dry season, some of these trees, like the magnificent red-orange Flame of the Forest (Butea monosperna) and the purple Lagerstroemia, burst into dramatic bloom, carpeting the ground with their colorful petals.

Perhaps most alluring of all to visitors are the more than 1,000 native orchids, which can be seen throughout Thailand. Some of the most beautiful - and most visible when they flower during the hot season - are indigenous to the north, among them the rare hlue Vanda coerulea, much used in hybridizing, and the dazzling Dendrobium aggregatum, which produces cascades of bright gold blossoms in profusion.





The Similan Islands, off the west coast of Thailand, offer wonderful opportunities

Preserving the Heritage Of a Scenic Kingdom

Continued from Page I hothai, the first independent capital, and moving down the Chao Phraya River valley to Ayutthaya. Thonburi and finally Bangkok Most other parts of the country remained isolated until the present century, rarely visited even by representatives of the central government. Prior to the opening of the northern railway in 1921, for instance, a journey to Chiang Mai required several weeks' travel by boat, buffalo cart and elephant even in the dry season, while the far south was accessible only by sea; not until the 1950s did the present king become the first

This began to change rapidly in the 1960s with a major program of roadhullding in every region. At the same time, spurred hy the growth of tourism and domestic travel, air services expanded until no provincial capital was more than an hour or so from Bangkok, Today, foreign visitors as well as Thais themselves are able to explore the varied splendors of the country's. natural environment with relative case, and both groups are doing so in steadily increasing num-

Thai ruler to make a per-

sonal tour of the northeast.

The north, especially the area around Chiang Mai, was one of the first regions to emerge as a major tourist destination, thanks to several factors. It offered a distinctly different cultural experience; with its own dialect, its own cuisine and many fine handicrafts - including lacquer, silver, wood-carving and celadon - found in no other part of the country. Moreover, northern people were noted for their gentle ways and bos-

bers.

pitality to strangers. As transportation improved, it became possible to venture beyond such settled areas into the oncewild and roadless mountains where the Thai border meets those of Burma and Laos. Here rises Doi Inthanon, Thailand's tallest mountain, where evergreen trees are festooned with native orchids and where, near the summit. temperatures can drop to near freezing in winter months. Here, too, in scattered settlements, live a number of hill tribes -Hmong (Meo), Yao, Karen, Anka, Lisu - whose elaborately embroidered costumes and heavy silver ornaments resemble those in the illustrations of medieval manuscripts.

Another suddenly accessible destination was Mae Hong Sorn, nestled in a lush, misty, mountainfringed valley near the Shan states of Burma. Once regarded as being so remote that errant government officials were exiled there as a form of punishment, Mae Hong Sorn is now a popular base for treks into the surrounding countryside.

Even the so-called Golden Triangle of opium-smuggling notoriety is rapidly being transformed into a center of tourism where visitors can make expeditions by foot or on elephants to tribal villages. spot a wide variety of rare birds and butterflies, visit some of Thailand's oldest historical sites and take boat trips along the majes-

tic Mekong River. Such developments came more slowly to the south, even to places like the island of Phuket in the Andaman Sea, long ranked as one of Thailand's most prosperous provinces because of its un and rubber industries. Besides these profitable resources, however, Phuket also has some of Southeast Asia's most heautiful beaches on its west coast. It was but a matter of time before international travelers and Bangkok entrepreneurs discovered them

nd reacted accordingly. Despite the arrival of modern resort facilities on



The nation has more than 1,000 varieties of orchids.

most of Phuket's beaches,

there are other southern wonders to explore in comparative tranquillity. Only a few bours away, for instance, is Phangnga Bay, where hundreds of strangely shaped limestone outcrops - the peaks of mountains submerged thousands of years ago — rise from the sea; and the Phi Phi Islands, now part of a national park, where towering cliffs shelter pristine beaches and vast cathedral-like caves are harvested for the edible birds' nests so prized by Chinese gourmets. Considerably farther afield, and thus less altered by tourist demands, are the Similan Islands, rich in underwater spectacle, and Turatao National Marine Park, only one of whose 51 islands is inhabited. On the other side of the peninsula there are numerous some 275 by one estimate -little-known offshore islands, secluded beaches, and patches of the dense rain forest that once covered the entire area.

Undoubtedly, the least known of Thailand's maor regions is the northeast. This was partly due to a lack of all-weather roads until recent decades, partly to its unhappy reputation as a problem area, from which streams of migrant laborers regularly came to Bangkok in search

of a living. Here, too, change is in the air: Huge reservoirs have been built and new crops introduced to help farmers, several programs are attempting to replace once-extensive forests, and more and more outsiders are begin-ning to discover the region's scenic and cultural attractions.

Khao Yai, Thailand's

first national park and one of the richest in terms of wildlife — a herd of more than 50 wild elephants was sighted there in 1987 stands at the entrance to the northeast, spilling over into four provinces. Another protected area surrounds Phu Kradung, a bell-shaped mountain rising to a 60-square-kilometer plateau, which hikers can explore on trails leading through forests of temperate-zone trees and fields of wildflowers. Petchabun, at the western extremity, a center of com-munist insurgency only two decades ago, is now noted for its picturesque mountains and neatly terraced valleys. The region also offers the largest assortment of Khrner ruins outside of Cambodia and at Ban Chiang in Udorn province, excavations have revealed what many archacologists believe to be one of the world's earliest

In 1990, over eight million people, the majority of them Thai, visited Thailand's national parks; far more came to such popular destinations as Phuket, Chiang Mai and seaside resorts along the gulf coast. These numbers are expected to grow substantially in coming years. The effects of such mass tourism on the environment have been hotly debated, with many conservationists asserting it to be uniformly adverse. There is another side to the argument, however, that is particularly applicable to Thailand.

brouze cultures.

Foreign visitors, a major source of foreign exchange for the country, often come in search of a natural beauty increasingly hard to find at home; similarly, Thai residents of cities like Bangkok seek escape from environmental problems that are both vividly clear and widely discussed, especially by the younger generation. It is thus in the self-interest of developers to recognize such desires and to satisfy them by preserving rather than destroying what attracts their clients. Not all do so, of course,

either in Thailand or other countries. Increasingly, however, thanks to education, exposure in the media and leadership from such lofty institutions as the monarchy and Buddhisto, it is becoming clear to even the most toughminded businessmen that nature is a precious national asset, as valuable as monuments and other historic sites. More than anything else, this awareness may well bring about the sort of protection that environmentalists so fervently urge.

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ADVERTISING SECTION

Thailand's first national

park was established at

Khao Yai. on the fringe of

the northeastern plateau,

in 1962. Since then, 62 oth-

ers have been designated

throughout the country; another 32 zones have

been reserved as sanctuar-

ies for wildlife, and hunt-

ing has been banned in 48

outers. The total area now

enciccied by law amounts to about 60,000 square kiterreters (23,000 square

nilles), or 11.03 percent of

the country — a figure that

compares favorably with

that of Malaysia (3.5 per-

cent). India (4.2 percent),

France (8.8 percent) and the United States (10.5

One of the most popular parks in the north is Doi

Inthanon, easily accessible from Chiang Mai. The park covers 482 kilometers

(299 miles), centered around Thailand's highest

mountain. In the 1970s, a

road was built to the top of

the 2,565-meter (8,413-

foot) peak, thus simplify-

ing what was once an ar-

duous climb by foot or

pony but also drawing

protest from conservation-

ists. Despite the large

number of visitors encour-

aged by such improve-

ments, the park still has

numerous quiet trails lead-

ing through an evergreen

forest rich in exotic plants and some 383 species of birds, including eagles,

hawks and green-tailed

sunbirds. There are six

bungalows of varying size,

the largest sleeping 20 peo-

percent).

Accommodations at national parks range from campsites to government bungalows.



ple, at rates ranging from 300 haht (\$125) to 1,000 baht. Phu Kradung in northeastern Loei Province, is

about three hours or less

by car. Within the park are

both mountainous areas

and plateaus, providing

sanctuary to an unusually

wide range of wildlife.

Among Khao Yai's 25 spe-

cies of larger mammals are

elephants, gibbons, hlack

Phu Kradung, in northeastern Loci Province, is regarded as one of Thailand's most romantie spots, ft is a particular favorite of student groups from Bangkok who climh nine kilometers to a broad plateau at the top of the central mountain, where they are rewarded with panoramic views, such temperate-zone plants as pine trees and rhododendrons, and temperatures that can drop to a shivery 3.8 degrees C (39 degrees

Thailand has more than 60 national parks and 32 wildlife sanctuaries

F) in December. Wild elephants and sambar deer have been spotted, and the plateau has an abundance of birdlife. Closed from June to August to decrease the environmental pressure caused by its numerous visitors, the park has 15 bungalows and a campsite; porters can be hired to transport gear up and down the mountain at 10 baht per kilogram for a round-trip.

Khao Yai, the country's first park, is also its third largest, extending over 2,172 square kilometers in four provinces; it is 200 kilometers from Bangkok,

Khao Yai
Phu Kradung
Doi Inthanon
Doi Suthep - Dol Pui
Erawan
Kaeng Krachan

Khao Sam Roi Yot

Wildlife Sanctuaries And National Parks

Thailand's network of national parks and sanctuaries extends from the northernmost provinces to the Malaysian border in the south and includes much of the country's most beautiful natural scenery as well as the bulk of its wildlife. Many of the parks can be conveniently visited in a day trip from nearby provincial capitals, and the majority offer accommodations for those who want to stay longer.

LAOS

GULF OF THAILAND

MALAYSIA

Thailand's network of more than 60

national parks extends from north to south

and offers an extraordinary array of plants and

wildlife. This selection highlights some of the

most well-known land and marine national

parks in each region.

bears, civets, leopards and mouse deer, while its 318 resident and migrant hirds include hornhills, owls, hee-eaters and silver pheasants. Last December, the government announced that most of Khao Yai's extensive guest

BURMA

facilities, which included a motor lodge and an 18hole golf course, would be closed down to enhance the environment; prospective visitors should inquire about the current status of these facilities before planning a stay.

CAMBODIA

of be om the for

herons, and spotted and imperial eagles.

Erawan National Park, in the foothills of the Tenasserim Mountains, which run along the Thai-Burmese horder, hoasts a beautiful seven-tiered waterfall, several caves and a variety of animals and birds. There are several

VIETNAM

hungalows, with one sleeping four at 250 baht per night, as well as campsites. Also near the Burmese

Khao Sam Roi Yot — the "three hundred mountains" — is home to storks,

border, in Phetchahuri and Prachuah Khiri Khan provinces, is Kaeng Krachan, Thailand's largest national park and also one of the least visited. At least 40 mammals have been spotted at Kaeng Krachan, including Malayan tapirs, tigers; gibbons, Asiatic black bears and the Malayan pangolin, which resembles the armadillo. The park is home to more than 250 species of birds. There are 11 bungalows

Parks offer quiet trails through evergreen forests rich in exotic plants

overlooking a scenic reservoir, at prices ranging from 300 baht to 1,000 baht.

On the west coast near the top of the southern peninsula is Khao Sam Roi Yot, which literally means "three hundred mountains." The limestone peaks scattered throughout the park are indeed numerous containing a number of splendid caves worth exploring. Marshlands and mud flats in the park are home to numerous coastal birds, especially winter migrants, among them painted storks, herons, egrets, and

both spotted and imperial eagles. There are seven bungalows for rent by the Forestry Department; the park can also be visited on a day trip from the nearby seaside resort of Hua Hin.

Tarutao, established in 1974 as the country's first marine national park, lies in the Indian Ocean off the southern extremity of the peninsula; it consists of 51 mountainous islands extending over nearly 1,500 square kilometers. Once a penal colony as well as a base for pirates, the island group now offers a wide range of beautiful beaches and superb coral reefs for divers. Five different kinds of sea turtles lay their eggs on some of the islands, particularly Koh Khai and Koh Adang; dolphins, whales and dugongs have been sighted in coastal wa-ters. Other wildlife includes crab-eating macaques, monitor lizards, fishing cats and over 100 bird species. Government

camping is permitted on several other islands.
For reservations or further information, visitors should contact either the Royal Forestry Department (Phaholyothin Road, Bangkhen, Bangkok 10900; tel.: 579-1151/60) or the National Parks Division of the Forestry Department (same address as the Royal Forestry Department; tel.: 579-0529 or 579-4812).

bungalows and tents are

available on Koh Adang and Koh Tarutao, while pro We i i be wit tog me rbe

rec

ste pro

Khao Laem Ya - Koh Samet

Ang Thong

Koh Phi Phi - Hat Nopparat

Hat Nai Yang

Koh Similan

Phangnga Bay

Trekking companies are profiting from the growing



This advertising section was sponsored by the Tourism Authority of Thailand (TAT) and Thai Airways International (THAI).



THAI Head Office: 89 Vihhavadi Rangsit Road, Bangkok 10900. Ticketing: 513-0121. Reservations: 233-3810. Airport: 531-0022. Fax: 66 2 513-0183.

Safaris: Elephant Treks, Hiking and River Rafting

The northern city of Chiang Mai has been the huh of adventure travel in Thailand for the last 20 years, and today it is the jumping-off point for elephant treks into the hills and jungles along the border with Burma and

A typical elephant safari lasts about three to five days, although only one of those days is actually spent on the back of a pachyderm. Along the route, travelers see lush jungle vegetation and the villages of hill-tribe people like the Karen or Lisu. Nights are spent in wooden huts or longhouses in the native villages. Many of the safaris also include river trips on simple wooden rafts, which are poled by the travelers themselves.

Two of the most popular areas for elephant treks are the Mae Tang district, directly north of Chiang Mai and about three hours away from it by car, and the Pa Dong district, due west of the city by way of Mae Sariang. Visitors interested in joining an elephant safari can contact Travel Mart in Bangkok.

Many elephant safaris include visits to hill-tribe villages and river trips

Some of the best nature preserves in Thailand are close to Chiang Mai. Doi Suthep-Doi Pui National Park makes a convenient day trip from the city. It can be reached by taxi, rental car or public bus from town. There are several

Joseph R. Yogerst is a free-lance writer based in Singapore.
William Warren is a longtime resident of Thailand.
All photos by Photobank/Bangkok.



TAT Head Office: Ratchadamnoen Nok Avenue, Bangkok 10100. Tel.: 282-1143-7. Cable: TOT BANGKOK. Fax: 66 2 280-1744. Telex: 84194 TATBKK TH. A growing sector of Thailand's travel industry is ecotourism, aimed at people who come to experience the country's wilderness and wildlife rather than Bangkok's frenzied bars. Local operators have been quick to respond to this new potential for profit by offering adventure trips that range from elephant safaris to tranquil cruises along the River Kwai.

good trails in the park, including one from the park headquarters to a nearby waterfall. Most of the large mammals that once inhabited this area were hunted down long ago, but Doi Suthep still houses more than

300 different types of hirds.

Doi Inthanon National Park is about 100 kilometers (62 miles), west of Chiang Mai, near the Burmese border. It is advisable to rent a vehicle for the journey to the park headquarters at Ban Khun Klang, but the best way to explore the park is by foot or bicycle. The latter can be hired from bike shops along Chaiyaphum Road in Chiang Mai. Doi Inthanon has a comprehensive system of dirt paths that are ideal for bikes in the dry season.

The park boasts nearly 400 species of hirds, plus larger creatures such as the Asiatic black bear, barking deer, giant flying squirrel, Chinese pangolin (anteater), gibbon and several species of monkey.

For a very different sort of wildlife experience, travelers may take a trip along the famed River Kwai in western Thailand. They spend two or three days floating down the river on large jungle rafts with wooden hungalows huilt on top. A pair of hinoculars would be handy because this is an ideal trip for hird-watchers who do not want to expend much energy. Diethelm Travel in Bangkok ean take care of all arrangements.

One of Thailand's largest wildlife areas is Khao Yai National Park, a 2.172-square-kilometer (827-square-mile) reserve northeast of Bangkok. Air-conditioned huses ply the route each day, or visitors may drive to the park. Khao Yai has more than 500 kilometers of trail ideal for walking or hicyele rides. There are no hikes available for hire in the park itself, but visitors can easily bring one up from Bangkok if they have their own transport.

Khao Yai is considered the best place in Thailand to spot larger species such as tigers, wild elephants, bears, deer and primates. In addition, more than 300 species of hirds have been sighted. Three of the more popular walks are the Darn Chang Trail, the Moh Sing Toh Trail and Kong Kaew Nature Trail. Another good way to spot wildlife is from the viewing tower at Nong Pak Chee, which overlooks a pond and salt lick.

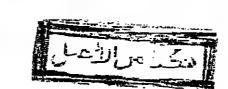
Special Ticket To Discover Nation's Natural Heritage

Throughout 1992. Thai Airways International is offering purchasers outside of Thailand a discounted multidestination ticket. This

ation ticket. This special offer is designed to help visitors reach the gateways to some of the country's major national parks. Costing \$239, or the local-currency equivalent, the ticket allows

flights on any four sectors of Thai's domestic network; additional sectors can be added at \$50 per sector, up to a total of seven sectors. Every purchaser will receive a 48-page illustrated booklet covering 12 of the parks, with wildlife lists, walking trails and other useful information.

W.W.



er andre source of revenue for Lourho, and 1991 saw another substantial uplift in A: 52 2 2 2 2

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> both business and holiday travel and our hotels suffered a severe drop in occupancy during the year under review. In recent months the recovery has been gradual. Overall, our hotels are in excellent physical condition, and with small exceptions freehold and wholly-owned. Outstanding among them is the Acapulco Princess, which has no world competitor in size and quality. The new motorway from Mexico City is rapidly being completed and will give this remarkable hotel immeasurably better access from the capital. in central London, £60 million has been invested in adding a modern complex of conference halls and two hundred new rooms to the Metropole Hotel. A third phase has received planning permission for

> > under-supplied middle market, but the Board is not satisfied that this is the best time to go ahead. The sale of Lourho's fifty per cent. share in the German freight company Kühne & Nagel was announced on 23 January, 1992. Mr. Klaus Kühne has been a wonderful partner since Lonrho originally invested

an extension which would make the

Metropole London's largest hotel in the



Lonrho's balance sheet is strong

Cash balances exceed £280 million

R W Rowland, Chief Executive

DM90 million in 1981, With our support, he has built up the business to a point where he wishes to buy back the shares and take the company private again.
As Kühne & Nagel plans to expand

The Group's balance sheet is strong with shareholders' equity of £1.3 billion and cash balances of over £280 million, 87 per cent. of which is banked in Europe or the

United States. Net borrowings remain at the level reported in the Interim Statement

Lonrho's current capital investment programme is winding down and borrowings will reduce during the year

with a corresponding reduction in gearing. In addition, a selection of companies from the group of 800 will be carefully sold during what the Board sees as a year of

By having the widest spread of assets in many countries, Lonrho hoped to avoid exposure to a recession in any perticular

economy or industry. The Gulf war

consequences, bringing a strong decline to tourism, consumption, manufacturing, industry and oil. For example, the fall in

precious metal prices accounts for nearly

the second six months compared to last

half of the reduction in Lonrho's profits in

year and the rare industrial metal rhodium

old in 1990 at £2000 per ounce but is now

£1000 per ounce. Your Company has been less profitable during the financial year,

Despite it all, the year end result was

£273 million last year, and Lourho remains

soundly based to move back to its normal

£207 million profit before tax against .

The production of platinum group metals and gold continues to be a major

production from the planned expansion at

In Western Platinum, shareholders have,

I believe, one of the world's great mines

with a life of at least one hundred years,

together with low-cost modern production methods. The sudden fall in platinum and

rhodium prices is caused by world recession combined with destocking. The

mining industry has weathered the effects of cyclical pricing time and time again.

At Ashanti in Ghana production is steadily increasing according to the

onnces per annum in three years. Lonrho is in partnership with the Republic of

Ghana in developing the Ashanti Mine and

constructive support from the Government

Across Africa, Lourho maintains and

improves its position as the largest food

producer. The Company also raises beef cattle and ranches a total herd of

120,000 head. Unusually, the estates in

unsettled local circumstances, and the

Board offers its warm appreciation to

Gold bullion bars — Ashanti gold mine, Ghana.

The Company employs over 10,000 field

and armed defence unit of 1,400 men.

workers in Mozambique, and a uniformed

Peace is imminent in Mozambique and we

will all be thankful to stand down the men

who enabled the Company to continue its

Across the world the Gulf war cut back

farming business and let them return to

their normal work.

those who continue to operate and produce

with the knowledge of real physical risk.

Mozambique have to contend with

programme which envisages a million

has enjoyed an exceptional degree of

Western Platinum and Ashanti.

brought world-wide economic

with a weak second half.

pattern of turnover and profit.

with gearing at 70 per cent.

good housekeeping.

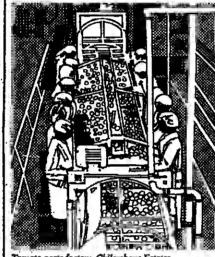
rapidly in Europe, your Board has negotiated a sale rather than see a reduced return for some years. The sale price shows a profit of DM250 million over cost and the Deutschemark has continuously strengthened in the last ten years.
This sale does not lessen Lourho's

interest in Germany where the Group's other investments are doing well. For instance, shareholders may like to know that assets in Germany include four and a half thousand modern apartments, a significant share in one of Germany's m extensive supermarket chains and a 50/50 partnership company, Krupp Lourho, with strong commercial links with Eastern Europe. Krupp Lonrho has Europe's biggest fleet of bulk carriers at 3.6 million

DWT, all of which are profitably engaged.
A further sale from German assets took place after the end of the financial year. A development site in Frankfurt was sold at a substantial profit to a Finnish construction group for DM121 million.

In Russia Lourho now employs five hundred people. Our record in starting and managing major projects is the best calling card and, under the leadership of Jonathan Platts-Mills, who has joined the Main Board, we expect to operate successfully in Russia, the Republics of the ex USSR and the newly independent states of Eastern

The financial year included sales of over a hundred and fifty thousand cars, trucks, tractors, lorries and buses, making Lourho in aggregate one of the world's biggest tor traders. Across the market, there was far less demand with corresponding price cuts. Typically, Jack Barclay, the least distributor of Rolls-Royce and Bentley in the United Kingdom had sales reduced by 26 per cent.



The Group publishes twenty nine newspapers, led by the internationally known Observer, and prints 90 per cent. of Britsin's postage stamps and the stamps of 120 other countries. The move by Harrisons into currency printing is turning out well

Virtually all the Group's businesses in the United Kingdom have been troubled by the recession. Textiles and construction were among the few exceptions.

It is extremely unusual for your Board to offer you disappointing results and in addition shareholders will have seen with regret that our Chairman, Sir Edward du Cann, resigned during the year in circumstances that were unconnected with Lonno

In the last thirty years, Lourho has had three excellent Chairmen, Alan Ball, Lord Duncan-Sandys and Sir Edward du Cann. all of whom had long been Directors of the Company. In the same spirit and with the unanimous support of the Board and the Company, our outstanding colleague René Leclézio has agreed to take the Chair, after almost thirty years with the Company and fifteen years as a Director. René Leclézio has been responsible for the planning and development of Lonrho Sugar Corporation which employs 21,000 people and last year produced half a million tonnes of sugar and £23 million profit.

There are now nineteen Associate Directors appointed from the management team which even in this difficult year has produced over £200 million in profits. Now to the dividend. The Company will pay a final dividend of S pence, making 13 pence net for the financial year. Exceptionally, Lonrho will withhold the first interim dividend of 3 pence this year. We want to see how profits are going before returning to our traditional policy of maximum distribution which has served

shareholders so well.

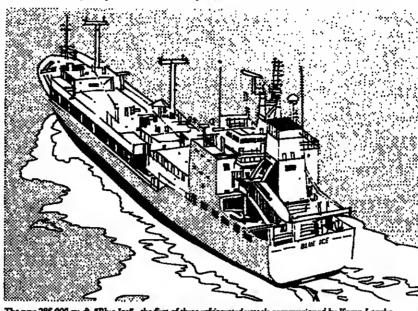
Your Company has a proud thirty-one year record of dividends. For example, a 1 per cent. holder of Lonrho shares in 1961 received a dividend of £1,000. A 1 per cent. holder in 1990 received a million pounds net. Your Board will always put the interests and protection of the shareholders

production Total gold production from Ashanti will

The following sext is taken from the Review of Operations for the year ended 30 September, 1991: MINING & REFINING

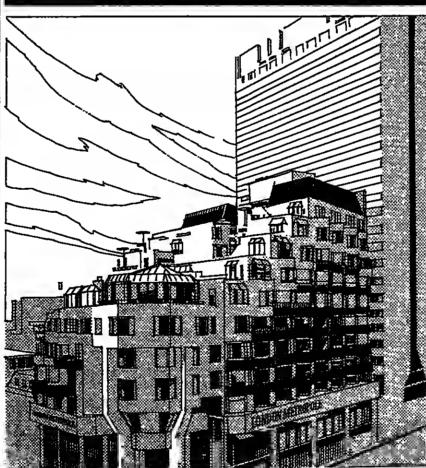
The Group's three platinum mines have achieved a 29 per cent. improvement in product to 625,000 ounces of platinum group metals. Major extensions to the smelting complex. 169,000 ounces of the total declared gold

increase to one million ounces a year by 1995/96. Gold production in Zimbabwe increased by over 4,000 ounces in exceed 164,000 ounces. Coal sales continued to increase reaching a new record of 5.3 million tonnes.



	ULANCE	
	1991	1990
Turnover	£4,846m	£5,476m
Profit before tax	£207m	£273m
Profit attributable to shareholders	£92m	£148m
Earnings per share	14.2p	23.6p
Dividends per share	13.0p	15.7p
Cash balances	£283m	£355m

Turnover includes the Group's share of turnover of associates amounting to £1,848m (1990-£2,330m). A final dividend of 5p per share for the year to 30 September, 1991, will be paid on 6 April, 1992. The eighty-third Annual General Meeting of Lonrho Plc will be held at The Barbican Hall, Barbican Centre, Silk Street, London, EC2 on Thursday, 26 March, 1992 at 11.30 a.m.



on to the London Metropole Hotel, opened in October 1991.

have been or are being completed, and concentrates produced by the newly acquired Karee mine are cow being treated at Westero Platinum. The shaft sinking programme at Karee mine is nearing completion from which higher

Production from Western Platinum's new high capacity No 4 shaft has started and that mine's milling facilities will shortly be increased by a further one million tonnes of ore a year.

Eastern Platinum completed the extensions to its concentrator during the year, doubling its milling capability to 2 million tonnes a year. Between the three mines, the Group will shortly be able to mill at a rate of 8 million tonnes of ore a year. Even at this rate, reserves are sufficient for a hundred years.

The Ashanti Goldfields Corporation (Ghana) achieved record production, revenue and profit. Gold output increased by 42 per cent. to 569,452 ounces compared with 400,757 ounces in 1990.

AGRICULTURE Lonrho is the largest commercial food

producer in Africa with sugar production being the major source of profits. In spite of reduced ction in Swaziland and Mauritius due to dverse climatic conditions, attributable sugar profits reached a record level due to the



lveco trucks distributed by Lontho in Angola

production of refined sugar in Swazilar ... and Mauritius and the expansion of the potable alcohol operation in South Africa. In Kenya, Farmers Choice expanded its meat

Other contributory factors are the increased

production facilities with the opening of a new factory in January. This expansion has resulted in exports of meat products to neighbouring countries in East Africa and the United Arab Emirates. Tea, coffee and other major agricultural

Departions in Malawi had a poor year.

LOMACO, the Group's cotton producer in Mozamhique, was affected by persistent power cuts which, together with a severe drought resulted in yields declining. In the first year a 7,000 7,000 tonnes cotton crop was harvested from the Montepuez area in Cabo Delgado Province and farmers supplied an additional 4,000 tonnes. LOMACO produced over 55 per cent. of

Mozambique's intal cotton crop and continues to be a major employer in the country. Very poor rains throughout Zimbabwe injured most of the agricultural operations. However, record production of wattle extract was achieved Kalangwa Estates in Zambia had a disappointing year, although soya beans, wheat, onions, potatoes and tobacco have earned good profits.

HOTELS

The Metropole Hotel Group was affected by the Gulf war and the United Kingdom recession. The Group's prime area of husin onferences, continued to hold up well despite the recession and total conference reveoue

ncreased compared in the previous year. The first major extension to The London Metropole was completed adding 195 bedrooms and suites, major conference facilities and new high quality public areas. The new facilities make the hotel one of the top conference hotels in



The past year has been difficult for Princess Hotels. During the period leading up to and during the Gulf war, the level of travel dropped dramatically. Cost savings will ensure that the Princess will be in a better position as the US economy moves out of recession.

In Kenya, guest numbers were only slightly down on the previous year. Both the Aberdare Country Club and the Mount Kenya Safari Club are now firmly established as venues for both the International and Kenyan conference business, as well as their regular tourist trade.

The new hotel in Accra, Ghana, the Labadi Beach Hotel opened in August. The first year of operation of the Hotel

Cardoso in Mozambique was highly successful, with occupancy rates averaging over 85 per cent. **MOTORS**

One of the most visible signs of the recession

in the British economy has been a steep decline in new vehicle sales. Under these circumstances the performance of the Volkswagen and Audi importing business held up well as a result of tight cost control, maintained market share and improved parts sales. New models from Audi, the new Volkswager

van range and the arrival of the all new Golf in the Spring of 1992, coupled with the prospect of some improvement in the market have created an excellent outlook for this business. In the Dutton-Forshaw Group measures have

heeo taken to streamline operations to enable the Group to improve profitability and take advantage of a turn-around in the economy.

In Kenya the strength of the Mitsubishi,

Toyota, Fiat and Hanomag franchises and the other market leaders, Massey Fergusoo and Yamaha, ensured that the Motor Mart Group continued to be the leading company in the motor sector.

In Zambia the high demand for spare parts for

Toyota, Land Rover and Volkswagen resulted in good profitability for these franchises. In Angola the Group has recently acquired the Mercedes-Benz and Fiat franchises and has formed a new partnership with Toyota.

PRINTING & **PUBLISHING**

Excellent results were once again achieved at George Outram & Company, publishers of The Glasgow Herald, Evening Times and Scottish Farmer. In common with all media, advertising reveoue fell sharply, however, this was offset by strong performances in other categories and a significant reduction in operating costs. Scottish & Universal Newspapers, publishers of one daily and twenty-five weekly titles, eojoyed another

near record year.

Results for The Observer have improved, and a small increase was achieved in circulation. Appreciable savings were made in overheads which more than compensated for the downturn

in advertising revenue.

Harrisoo & Sons, the high security printer and largest printer of stamps for the British Post Office, is now firmly established as a currency printer. The company has secured an order for printing Polish passports worth £14 millioo and the volume of mavellers cheques printed has increased significantly.

OIL & GAS The results of Hondo Oil & Gas Company

were significantly affected by the volatile market reactions to the Gulf war and there was also a continuing trend of declining natural gas prices.



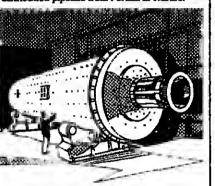
Developmens well for oil and gas in the Middle

The company's exploration efforts were focused largely on the Permian Basin of Texas and on Magdalena Valley in Colombia, and its primary drilling focus for the forthcomiog year will again be the Permian Basin. The company has emerced into an agreement with Neste Oy, the Finnish National Oil Company, to participat in the company's drilling programme for the vear ahead.

Hondo is now focusing on oil and gas exploration and production. As a result, the company has announced its intention to cease operating the Fletcher Refinery and certain

ENGINEERING

W. Dahmer reported increased profits from the production of huses and trucks in Zimbabwe Zambesi Coachworks produced a record oumber of buses, van bodies, tankers and trailers and reported significantly increased profits. Petrozim Line, the 50 per ceot, beld joint veoture with the Zimbabwe Government, was granted approval to construct and operate an oil distribution pipeline from Feruka in Harare.



Mill shell constructed for ICI by Newell Dunfor

Despite price resistance and intense competition Vitretex paints in Zambia recorded excellent profitability. In the Firsteel Group Firsteel Metal Products, Sheer Pride and Charles Roberts increased their

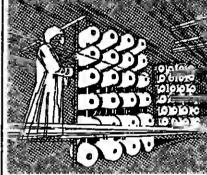
share of their markets.

John Holt's boat building factory in Nigeria sold 430 boats and 3,106 Yamaha outboard engines this year.

In South Africa Tullis Laundry and Engineering Supplies, the leading manufacturer of laundry and dry cleaning equipment, had an outstanding year.

TEXTILES

It has been a better year for Lonrho Textiles retail and manufacturing divisions.
The David Whitehead Group experienced difficult trading conditions in the United Kingdom. Strong contributions were made by the woven fabric trading, purchasing and confirming for overseas mills activities.



David Whitehead in Malawi suffered

following the removal of import controls. Large quantities of textiles were imported from the Far East which have put pressure on its volumes and prices. These indiscriminate imports have fortunately now been stopped. David Whitehead in Zimbabwe sold over

11,000 tonnes of yarn, 27.6 million metres of eloth and 3.6 million pairs of socks in a record breaking year for the company.

Cotton production in the Mumbwa area of Zambia exceeded expectations.

INTERNATIONAL TRADE & GENERAL

Krupp Lonrho has established several operations in Germany's oew federal states and a joint venture company in Belorussia. Krupp Lourho's steel export division supplied more than 1.6 million tonnes of steel in 65 countries.
In addition to the Group's joint vecture,

Lada-Lonrho, Lonrho has now opened an office in Moscow and is actively pursuing business throughout the Republics. Lloyds broker F. E. Wright reported a

substantial growth in profits in spite of fierce competition in a relatively soft market.



Refurbished locomotives destined for Turkey - Krupp

Notwithstanding the severe recession in the United Kingdom construction industry Bernard Sunley & Sons improved operating profits in the year. Since the year end Lonrho has acquired Turriff Construction which extends the Group's contracting activities to the Midlands and the North of England.

National Airways Corporatioo in South Africa continues to dominate the light aircraft market. Matrix Projects have become a strong force in the development and construction of large regional shopping centres in South Africa.

Statement and Review of Operations contained in the Report and Accounts for the year ended 30 September, 1991 which will be published in late February. Copies will be available from the Secretary. Lonrho Pic, Cheapside House, 138 Cheapside, London, EC21 6BL

The text is taken from the Chief Executive's

Lonrho Plc, Cheapside House, 138 Cheapside, London, EC2V 6BL

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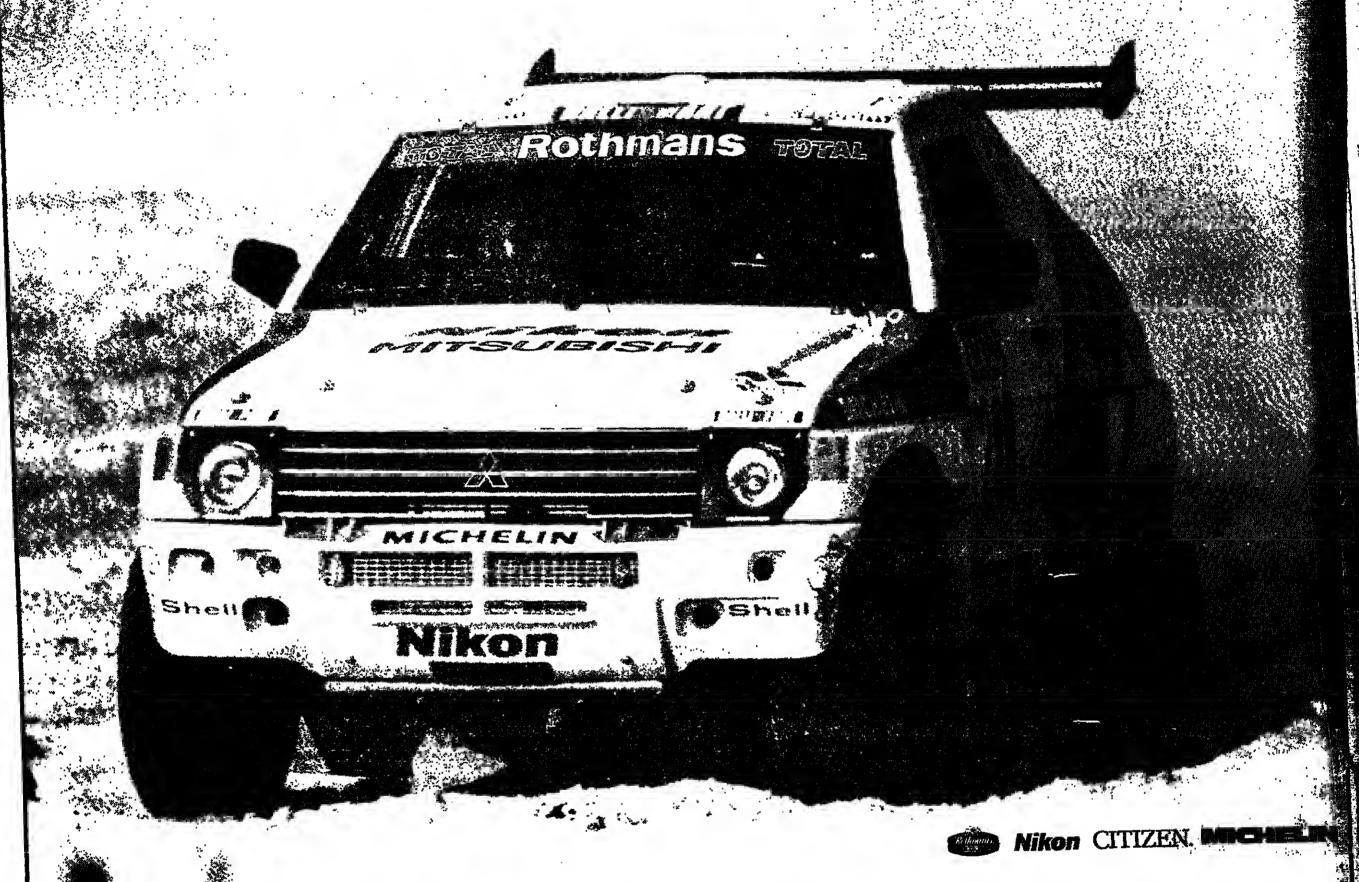
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1-2-3 Finish for Mitsubishi Pajero in the World's Longest Rally Raid!





After 13 years, the world's longest rally changed its name and got a bit longer, growing by 6 countries and over 3200 kilometers.

Now called the Paris-Sirte-

Cape Town Cross Country Marathon Raid. it stretches the full length of Africa. But amidst all the change it's nice to know that some things remain essentially the same—like Mitsubishi Pajeros finishing ahead of everyone else.

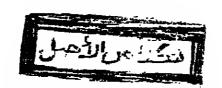
This year's performance was outstanding even by Pajero standards—Mitsubishi teams crossed the finish line 1st. 2nd and 3rd, sweeping in the new year in perfect fashion.

It takes vehicles of outstanding allterrain versatility and endurance even to complete a rally like this. Besides its extraordinary length, this course traverses radically different, often hostile terrain, from the Sahara Desert to equatorial jungle tracks to the conclusion near the Atlantic Ocean in Cape Town.

But for Mitsubishi, Cape Town is just a beginning. With what we learn from this rally, and others like it, we are well on the road to creating another generation of vehicles of unmatched performance and endurance. We've been doing it for 75 years. And with results like this, we can hardly wait for the next 75.



In some markets the Mitsubishi Pajero is called the Montero or the Shogun.



WALL STREET WATCH **Bond Market Regulation:** U.S. Gets It in Writing

By Diana B. Henriques New York Times Service

ASHINGTON — The far-reaching changes outlined for the vast U.S. Treasury securities market have reignited debate over how to police this crucial marketplace, which is where the government finances its debt and where investors around the world transact billions of dollars of business each day.

One influential legislator denounced the regulators' revisions as inadequate, and called for tougher measures.

Many who participate in the market expressed intense concern.

Many who participate in the market expressed intense concern that the changes announced Wednesday, if put in place clumsily, could backfire and drive up the government's borrowing costs.

But on Wall Street and in Washington, there was widespread acknowledgment that the re-

port represents a watershed --a shift away from the informal, behind-the-scenes regulation that has characterized the Treasury market through most of its life and a move toward a more rational, codified approach that scholars say is demanded by the mod-ern market's size and impor-

Scholars say a codified approach is demanded by the modern market's size and importance.

"In the life of the Treasury market, these are very dramatic changes," said Jerome H. Powell, assistant Treasury secretary for domestic finance.

Stephen G. Thicke, president of J. P. Morgan Securities in New York, agreed that "the idea of clarifying and codifying the rules" that govern the market "is one of the big positives" in the package

of new and proposed changes.

Mr. Thieke is chairman of the Public Securities Association committee set up after Salomon Brothers' bidding violations in the Treasury securities market came to light in the summer. With the Salomon disclosures, debate started in the markets and in the government over who should regulate the marketplace, and how aggressively that policing should be carried out.

The recommendations announced Wednesday were jointly prepared by the Treasury, the Federal Reserve System and the Securities and Exchange Commission.

One proposal, still under study by the Treasury, would change the basic form of the bidding for the government's debt.

THERS, already being put in place, call for the Treasury to sell additional securities whenever an acute shortage of one issue distorts prices and for the Federal Reserve Bank in New York, which conducts debt auctions for the Treasury, to spot-check the validity of customer bids and confirm that large

bidders actually received the securities.

In addition, the new rules call for the New York Fed to redefine the role that the largest government securities dealers, called primary dealers, play in the market.

With respect to the Treasury's willingness to sell additional securities, Mr. Thicke was cautious. The idea has potential, he

said, "But that is a part of the report where we really need further clarification of how it would be implemented," he said.

More controversial, Mr. Thicke said, will be the suggested

changes in the primary-dealer system and in the auction method.

The report also drew fire for what it did not include. Representative Edward J. Markey, the Massachusetts Democrat who is chairman of the House telecommunications and finance subcommittee, said that he was disappointed the three regulators could not agree on the need for improved pricing information and closer tracking of the individual transactions and investor hold-

ings in the marketplace.

The regulators seem to be taking a see no evil, hear no evil approach to monitoring the market position of large traders," Mr. Markey said. "The report's legislative recommendations make it clear that Treasury and the Fed remain reductant regulators."

Eugene Rotberg, the former vice president and treasurer of the

See BONDS, Page 13

Tiny Rowland: Twilight of a Tycoon?

By Erik Ipsen ternational Herold Tribuni

LONDON - The depleted ranks of British tycoons took another hard blow Thursday with the release of surprisingly bleak earnings figures for Roland (Tiny) Rowland's international trading group, Louhro PLC.

The company announced it had suffered a 24 percent drop in profit and that it was not only slashing its dividend for the first time since 1981 but that it would withhold altogether its first interim dividend for 1992.

"The results are a lot worse than I expected," said Robert Davies, an analyst with the investment bankers Lehman Brothers in London. "It tells you that trading conditions were pretty atrocious." What is more, by designat-ing in his annual statement 1992 as merely a year of "good housekeeping" the normally upbeat Mr. Rowland seemed to signal that tough times might well persist.

Lourho announced a pretax profit of £207 illion (\$373 million) for the year to last Sept. 30, down 24 percent from a year earlier. Revenue fell 11.5 percent to £4.85 billion, and the final dividend was cut by 3 pence to 5 pence, making 13 pence for the year.

The annual results capped a bruising cou-ple of months for Lonhro. Not only has the recession ravaged the earnings of the group's collection of companies, ranging from pre-cious-metals mining to hotels to automobile dealerships, but the company has also suf-fered from what some call the "tycoon fac-tor" or what Lonhro's deputy chairman, Paul Spicer, pointedly calls "Maxwellitis."

Like Robert Maxwell and Polly Peck's Asil Nadir, the 74-year-old Mr. Rowland is widely seen as too much of a one-man band. "The market's perception is that Rowland runs

Lonhro as his own personal fieldom," said one London analysi.

Many observers, however, caution against facile comparisons between Mr. Rowland and such 1980s phenomena as Mr. Maxwell and Mr. Nadir. They note that the Lontho chief has, through reasonably priced acquisi-tions and rational investments in existing assets, led the company to a strong perfor-

mance over the past three decades.

The problem is that all too many people seem prepared these days to write off Mr. Rowland as one of the increasingly unpopular breed called tycoons. Lonbro's share price

With Lonrho's earnings ravaged by recession, the City is increasingly impatient with its chief's one-man-band routine.

stood at 300 pence two years ago and had settled at 250 pence at the time of Robert Maxwell's death. But after the stream of

Maxwell's death. But after the stream of revelations about Mr. Maxwell the shares plummeted, closing at 164 pence Thursday before the earnings report. In after-hours trading, the shares fell as low as 120 pence. "People look for more financial controls, not entrepreneurial flair," said Michael Payne, senior fund manager with the British insurers Legal & General PLC.

Reinforcing that picture is the fact that Lonbro's board numbers only one outside director, a 75-year-old retired diplomat, plus Mr. Rowland's own image as the man who

Mr. Rowland's own image as the man who does all the deals. One analyst refers to him as a "latter-day merchant adventurer."

Compounding the perception of Mr. Rowland as an executive reluctant to share power was his tapping last month of the 71-year-old Rene Leclezio, a long-time Lonhro employee, as chairman. Many analysts and fund managers had hoped for an experienced outsider.

"The problem is that there are no checks and balances on Rowland," one fund manager said. "He is just one man doing what he wants." Mr. Rowland, who with 15 percent of Lourho stock is the company's biggest share-holder, has also resisted the temptation to name a successor and thus reassure the market as to the company's future direction.

In many respects it comes down to a tussle between Mr. Rowland the tycoon and the British financial community, which has lost its appetite for such types after a decade in which men like Mr. Nadir and Hanson Trust's Lord Hanson were the market's hot-test nickets. Part of the sea change in tastes stems from the sudden calamitous downfalls of several of those tycoons, and part reflects the City view that in the midst of a recession a different, far more cautious kind of manager brings home the bacon. "The emphasis now is on prudence," Mr. Payne said.

Among Lourho's perceived problems are the opacity of its accounts and its heavy bur-den of debt — 60 percent of net asset value.

Mr. Rowland himself now seems to agree something must be done. "If everything is booming along — metals prices, car sales — one doesn't apply one's critical analysis as much as one should to one's debt," said Mr. Spicer after Thursday's earnings report.

Now, he said, Lonhro will reduce its debt by "several hundred million pounds" over the next 12 months, seeking to cut an annual

See LONRHO, Page 13

Marketing to California's Ethnic Mix

By Richard W. Stevenson

New York Times Service
LOS ANGELES — In California, where waves of diverse immigrant groups have swept away any lingering notion of consumers as a homogenous mass market, many companies have been forced to abandon their old approaches to selling their products and services. Companies ranging from banks to television stations have learned one clear lesson: building

business among a sometimes bewildering array of ethnic markets takes a lot more than just dubbing a few television commercials in Spanish or sponsoring a float in the local Chinese

New Year parade.

Californians requesting new phone service from Pacific Bell can speak to service representatives in English, Spanish, Vietnamese, Kore-an, Cantonese or Mandarin.

Vons, California's largest supermarket chain, stocks its shelves differently in neighborhoods with different ethnic compositions. Vons also spent two years studying Mexican culture before opening a separate — and profitable — chain of stores designed from top to bottom for Spanish-speaking consumers.

KTLA-TV, Channel 5 in Los Angeles, broadcasts simultaneous Spanish translations of its

evening news and a few other shows. The Bank of America's automated teller machines in Los Angeles now give customers a choice of screen directions in English or Spanish, and the bank is considering adding other languages. The bank has also created programs to explain its services to immigrants who may never have used a bank before.

"It's become a way of doing business," said Ennio Quevedo-Garcia, a vice president and manager of market segments for Bank of America. "I see it among my colleagues in other companies, and not just in financial services."

"There's been a typical evolution among companies from one extreme, where they took an advertising-oriented approach that at worst meant dubbing English commercials into Spanish, to another extreme where they viewed it almost as going into another country," said Roger Sennott, the general manager of Market Development Inc., a San Diego-based research firm that advises companies on how to reach the Hispanic market.

"Some of them may have found at the end of the exercise that they didn't have to go that far," Mr. Sennott said. "But generally speaking, there's a value in looking at it as international marketing within your own borders, because it

makes you open to the possibility that things are different."

Most of the shift has been driven by the

In 1980, two-thirds of Californians were whites of European ancestry. By 1990, according to the U.S. Census Bureau, that figure had fallen to 57 percent. It is expected to go below 50 percent by the end of this decade, making California the first U.S. state in which ethnic and racial minorities together constitute the

explosive growth in the state's Hispanic population, which increased 70 percent between 1980 and 1990 and now makes up 7.7 million, or 25.8 percent of California's population of 29.8 million, Meanwhile, the population of the census category known as Asian/Pacific Islander more than doubled, to 2.8 million, or 9.4 percent of California's population.

"Companies have to look at where the

growth is, and clearly the opportunities for growth in California are not in the traditional white Anglo market," said David W. Stewart, a professor of marketing at the University of Southern California's business school. Vons recognized in the mid-1980s "that there

was a large and growing population of Hispan-See MIX, Page 13

Italy Passes Law Allowing Some Privatizations

ROME - The Italian Parliament approved a law on Thursday that will allow the privatization of some parts of state industry, a move that one minister called a "turnsround in the economic policy of our country."

The law, which aims to raise 15 trillion lire (\$12.5 billion) by selling state holdings, is seen as a vital part of Italy's three-year plan to put the economy on track for European economic and monetary union. Ita-ly has one of the largest public sectors in the West, and has been under pressure both from its European Community partners and from international organizations to put its finances in order.

The sell-off of state companies, which had already been approved by the lower Chamber of Deputies, aims to cut Italy's huge budget def-icit by 13 percent, to 130 million lire

The law did not specify which companies would be privatized and left it to Italy's big state holding companies to draw up detailed pro-posals on the sale of their units.

But it will allow the transformation of the state companies, such as the industrial giant Istituto per la Ricostruzione Industriale and the energy conglomerate Ente Nazion-ale Idrocarburi, into limited-liability companies in preparation for their partial privatization.

The government must still approve which companies are sold however, and Parliament will have the final word in case it concerns the sale of a majority stake.

Financial analysts have warned

enough to absorb the sale of state industries. Volume on the Milan market has dwindled to about 100 billion lire a day -an amount that would be dwarfed by even a minority floration of a giant such as 1RJ or ENL

Some analysts say that as a re-sult, a large part of state industry could end up in foreign hands, something to which many pobo-cians are likely to object. Nonetheless, the measure, which

the Senate approved in a 161-to-93 vote, was considered so important to the government that it linked its political survival to its approval through a confidence vote.

Egidio Sterpa, a Liberal who is minister for parliamentary relations, called the bill a "revolutionary event" and a "turnaround in the economie policy of our country." Voting for the bill were the four

parties in the governing coalition
—the Christian Democrats, Socialists, Liberals and Social Democrats. The main force opposing it was the Democratic Party of the

Left, the former Communist Party.
The passage of the law was likely to be Parliament's last significant act before a general election. Only secondary business remains before Prime Minister Giulio Andreotti delivers his formal winding-up speech on Thursday ahead of the

elections expected April 5.

Italy's public debi exceeded the value of nominal GDP in 1990 for the first time since 1924, and the country's annual debt-service bill is now nearly 10 percent of GDP, according to the annual report on Italy of the Organization for Ecothat the privatization plans might nomic Cooperation and Developbe difficult to carry out because the ment.

G-7 Push for Stronger Yen Seen

Compiled by Our Staff From Dispatches

TOKYO - The Group of Seven is likely to seek a stronger yen at this weekend's meeting in New York, a senior Japanese official was quoted as saying Thursday.

Kyodo News Service quoted the unidentified Finance Ministry official as saying the seven nations would "endorse the year's current

uptrend" against the dollar and European currencies. This should help both Europeans and Americans reduce their trade deficits with Japan. In a monthly investment review, Nomura Securities Co. meanwhile warned the dollar could collapse if the yen strengthened further and Japanese insurance companies decided to hedge more heavily against the U.S. currency to protect the value of their U.S. Treasury bond

holdings, Agence France-Presse reported. The review added that if the government welcomed a stronger yen, it could "contain the danger of massive dollar selling, either by moral sussion or other means."

CURRENCY RATES

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Lucambourg, Paris and London efficiel fix-ings: Hone Kore and Zurich spening and closing prices: New York spat market close. All prices in U.S. 8 per euros.

that level in five to eight years.

ministers of the Association of Southeast Asian Nations added a third category of goods Thursday to their tariff-reduction plans, limited sign of progress in their efforts to create a free-trade zone. Capital goods were added to manufactured items and processed agricultural products as sectors covered in the first stage of a common effective preferential tariff.
This plan is to lead to the ASEAN Free Trade Area, or AFTA, in 15

years, a Singapore official said. The preliminary plan subjects goods that now face tariffs of 20 percent and below to a 5 percent maximum tariff among ASEAN members beginning next year; all such products will be subject to the 5 percent limit within 10 years. Goods

The economics ministers are

working on an agreement to be signed at an ASEAN summit meeting on Monday and Tuesday. The meeting is expected to adopt the goal of creating AFTA in 15 years. But critics have said the AFTA agreement, reached at a meeting of economie ministers in October, had too many loopholes and excluded the important farm products and services sectors. A conference official said the ad-

dition of capital goods — basically items used to make other products. such as machine tools - would significantly bolster intra-ASEAN trade. But he could not say how many items would be added to the preferential tariffs system.

ASEAN Ministers Expand Tariff-Reduction Plan some products deemed to be "sen-sitive," the Singapore official said.

There was no sign of an agreement on Malaysia's controversial proposal for an East Asian Economic Caucus. Malaysia has proposed a loose, consultative forum but this idea has been opposed by the United States and has been coolly received by Japan.

Foreign ministers, meeting sepa-rately, said they would pass on the recommendations of their senior officials to the summit, but they

gave no details. The economic and foreign ministers of the six ASEAN countries -Brunci, Indonesia, Malaysia, the Philippines, Singapore and Thailand - are to hold a joint session on Friday.

tempts to increase trade among its members, has posted some of the fastest growth rates in the world in the last decade. The six countries have a total

population of more than 300 million and posted a combined gross domestic product of more than \$330 billion in 1991. But intra-ASEAN trade makes

up only a fraction of total commerce. It was worth only \$24.3 billion in 1990, compared with ASEAN's total trade of \$268 billion with countries outside the (Reuters, AFP, AP)

CORTEXA INTERNATIONAL

Compiled by Our Staff From Dispatches
Currently subject to tariffs of more Also, ASEAN members will be SINGAPORE — Economic than 20 percent must be lowered to allowed to opt out of the plan for made numerous unsuccessful atdecidé lors de l'Assemblée Générale Extraordinaire du 23 décembre 1991, de commun accord avec la Banque Dépositaire, et en conformité avec les disposition de la loi, de mettre fin aux opérations du Fonds et de procéder à sa liquidation.

La Société de Gestion, en tant que liquidateur du Fonds, a nommé Coopers & Lybrand S.C. pour l'assister dans sa fonction de liquidateur.

Luxembourg, le 23 décembre 1991

Kohl Protest Unlikely to Dislodge Ecu

BRUSSELS - Chancellor Helmut Kohl of Germany might not like it, but the European Community's single currency will almost certainly be called the Ecu when it is introduced sometime before the end of the decade.

Diplomats said Thursday that the treaty on EC union, to be signed Feb. 7, would commit all members to the Ecu, despite Mr. Kohl's remark on Wednesday that be would not accept this name. The diplomats said Mr. Kohl had accepted the name during ne-

gotiations on EC union. One diplomat said officials making final revisions to the treaty agreed that Ecu would be accepted as a word rather than as an English acronym for European currency unit, the basket of EC currencies and in the bond market. The acronym for the unit in French would be UCE, while it is EWE in German. This was not satisfactory, said EC officials, who noted that ecu is the name of an old French coin.

word for cow. Mr. Kohl's remarks cannot be taken lightly, diplomats said, noting that Bonn began flexing its muscles within the EC last year following German reunification.

The chancellor's objections to

Ecu center around its sound in

German, where it is the name of a

brand of beer and similar to the



International Income Fund

Long Term Units - All Holders

EBC Trust Company (Jersey) Limited as Manager of the above mentioned Fund has declared the following dividend per Unit for the financial period ended 31st December, 1991, payable on the 31st January, 1992, in respect of Units in issue on 31st December, 1991.

Long Term Units

US\$2.00 per Unit - payable against Coupon No. 31.

Unit holders should send their Coupons to either the Manager at EBC House, 1-3 Seale Street, St. Helier, Jersey JE4 8XL, Channel Islands or to one of the following Paying Agents:

Bankers Trust Company, One Bankers Trust Plaza. New York. Banque Générale du Luxemhourg S.A., 14 Rue Aldringen.

Arrangements have been made whereby holders of all Long Term Units in issue at 31st January, 1992 may reinvest the dividend paid at that date in additional units at a purchase price equal to the Basic Net Asset Value per Unit at 26th January, 1992 (as an indication, the Basic Net Asset Value per Unit was US\$34.15 on 12th January. 1992). This right will be terminated at the close of business on 28th February, 1992, Long Term Unit holders who desire to reinvest their dividend should advise the Manager or Paying Agent accordingly when presenting their coupons for payment.

> EBC Trust Company (Jersey) Limited Manager

> > Dated 24th January, 1992

Dans l'intérêt des porteurs de parts restants et afin de réduire les frais, les Actionnaires de Cortexa Gestion S.A. ont finalement décidé de meure le Fonds "Contexa International" en liquidation sans procéder à l'apport des acufs du Fonds à la Sicay Parvest comme cela avait été initialement prévu (avis publié le 22

Il est prévu de rembourser aux porteurs de parts, la valeur nette de liquidation selle que déterminée par la Société de Gestion à la clôure de la période de liquidation. Les parts devront être présentées à l'Agent Payeur, Barkque Paribas Luxembourg, Les sommes qui n'auront pas été distribuées lors de la clôure des opérations de liquidation scront déposées à la "Caisse des Consignations" à Luxembourg au profit

Request for Proposals

The United States Government, thru the US Agency for International Development (USAID), Philippine Mission, invites Free World (AID Geographic Code 935) institutions, firms, and organizations to submit proposals for General Contractor - Technical Assistance Services for the implementation of the USAID assisted Industrial Environmental Management Project (IEMP) of the Government of the Philippines. The IEMP is part of the US Government contribution to the World Bank's Global Environment Facility (GEF).

The IEMP aims to improve the management of industrial pollution in the Philippines. The project will reduce industrial pollution through voluntary cooperation of firms in partnership with the Government and non-government institutions. The major components are: (1) Pollution Reduction Initiatives which assist firms in the conduct of pollution management assessments culminating in the implementation of environmentally sound industrial practices; (2) Policy Studies and Public/Private Dialogue to promote more responsive legal and regulatory mechanisms; and, (3) Capability building for both concerned public and private sectors in pollution management appraisal. environmental risk assessments, compliance audits, monitoring and environmental impact assessments.

The services of the Contractor will be required for an estimated period of 52 calendar months starting on or after July, 1992.

Copies of the Request for Proposal (RFP No. 492-92-012) may be obtained from the Contracts Services Office at the Ramon Magsaysay Center, 1680 Roxas Blvd., Manila upon payment of US \$50.00 (payment should be in US Dollars only) starting on or after February 1, 1992. Payments may be made through check or money order payable to the Treasurer of the United States of America and may be received through the mail. Closing date for the submission of proposals is estimated to be on March 30, 1992

> William E. Reynolds Contracts Officer

Food

Economic Worries Bruise Wall Street

NEW YORK - Most Wall be frightened by the State of the Street stocks fell Thursday amid pessimism about the U.S. economy, disappointing earnings reports and tumbling bond prices.

MARKET DIARY

Blue-chip stocks were especially hard-hit. The Dow Jones industrial average fell 29.07 points, to 3,226.74, and declining Big Board

N.Y. Stocks

issued outnumbered advancers by almost a 4-to-3 ratio. A bright spot was the over-the-counter market. where the Nasdaq composite index rose 2.18, to 622.86.

Bond prices also tumbled, following scant retail interest in an auction of five-year Treasury bonds, which sold at an average yield of 6.28 percent. There were \$20.5 billion of bids for \$9.3 billion of bonds on offer. The beliwether 30-year bond yield rose to 7.70 percent from 7.63 percent.

"The bond market may already Union address and any counter proposals from Congress," said Robert Stovall, president of Stovall/21st advisers. He was referring to the speech by President George Bush next week that is expected to contain economic initiatives. Investors are wary about measures that could overstimulate the economy or worsen the U.S. budget deficit. spurring inflation.

Underlining the economic problems, the government said first-time jobless claims increased 46,000, to a seasonally adjusted 447,000, in the week ended Jan. 11. surpassing economists' estimates.

International oil, general retail stores, computer systems and tobac-co stocks were big losers. But the most-active Big Board issue was Unisys, up 11/2 to 61/4 after it reported its first quarterly profit in two years. (Reuters, Bloomberg, UPI)

Dollar Rises as Market Readies for G-7 Meeting

Compiled by Our Staff From Dispatches NEW YORK — The dollar rose Thursday against the Deutsche mark and the yen, as dealers prepared their positions for this w end's meeting of the Group of Sev-

en iodustrial nations.

"The sectiment behind today's move was positioning for the G-7

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meeting," said David Gilmore, seoior aoalysi at MCM Cor-rencywatch. Much of it was mark-yen related." The yen rose against the Deutsche mark, due to inves-tors expectations that the G-7 will propose coordinated action to strengthen the yen in an effort to corral the Japanese trade surplus.

The dollar closed higher at 1,6067 DM, after Wednesday's fmish of 1.5895 DM. The mark ended at 77.08 yen, down from the open-

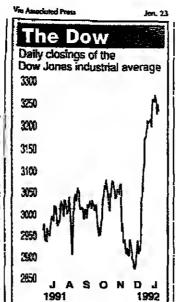
yen, up from Wednesday's finish of 123,35 yen, and the pound fell to st First Interstate Bank. (Reuters, Bloomberg)

But the U.S. currency slipped against the Swiss franc, to 1.4255 francs from 1.4270, and against the French franc, to 5.477 from 5.479.

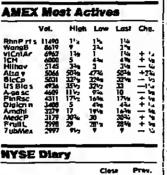
French officials said Thursday that they thought a stronger yen was B key factor in accelerating world growth. Traders interpreted that re-mark to mean that European members of the G-7 would lobby to bolster the yen against their currencies.

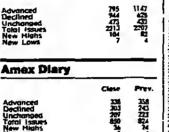
Carl Amendola, an assistant vice president at Bayerische Hypothe-ken-& Wechsel Bank in New York. said that if the G-7 came out in favor of a stronger yen, then the dollar and other European currencies would likely fall. "If there's some vague language that comes out of that meeting, people may just take profits" and sell the ven. he said.

The dollar's ascent Thursday "was basically a short-covering The dollar also closed at 123,85 squeeze," said Charles Speoce, cor-

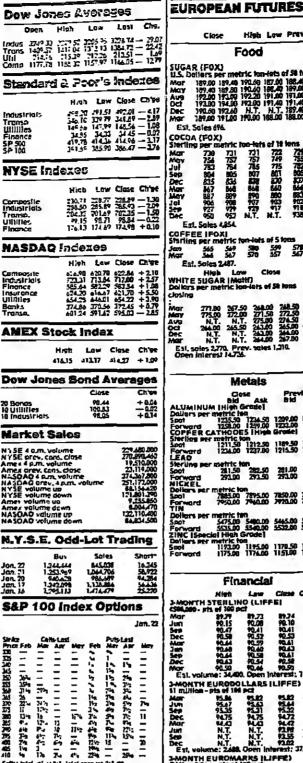


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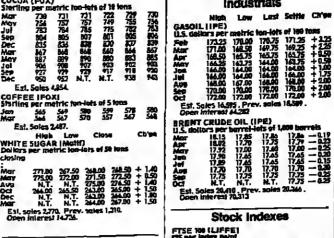




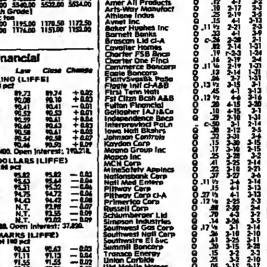
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Scott Paper Will Lay Off 3,800 would lay off about 3,800 of its 37,000 employees worldwide. High Law Prev. Clas about \$183 million after tax, or \$2.49 a share. Approximately half of GERMAN GOVERNMENT BUNG (LIFFE) DAI 250,000 - pts of 190 pci Industrials LOW

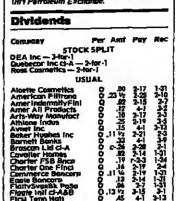


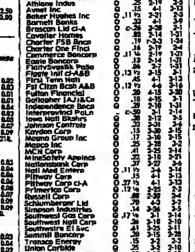




covers the reductions. Scott estimated its total 1991 earnings, excluding special items, at 31.30. share, and at 35 cents a share for the fourth quarter. Mid-January Car Sales Down 2 DETROIT (Combined Dispatches) - Sales of North American







vehicles dropped 2.2 percent in mid-January from a year earlier's venicles dropped 2.2 percent in mid-January from a year earner sales were depressed during the Gulf war, figures indicated Tanging. Combined, the Big Three automakers' car and light truck sales during the Jan. 11-20 period dropped 4.9 percent and would have faller messale in 10 been for a hefty increase in Ford Motor Co. truck had it not been for a hefty increase in Ford Motor Co. Inpanese companies reported a 21.6 percent jump in sales from the period. North American plants during the period. In a related development, Monsanto Chemical Co., a unit of M In a related development, Monsanto Chemicol Co., said it would provide the company's 12,000 employees with 72 to each toward the purchase of a new North-American made vehicles.

Unisys Returns to Profitability

BLUE BELL Pennsylvania (Reuters) — Unisys Corp. reported day its first profit in two years for the last quarter of 1991, ching its strongest U.S. sales in five years.

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PHILADELPHIA (Reuters) - Scott Paper Co. said Thursday is

The company said that in its fourth quarter, it would have a ch

The computer maker, which has been struggling with debts and sales, reported fourth-quarter profit of \$80.5 million, compared subject year-earlier loss of \$88.5 million. Worldwide sales were \$2.46 ballon down from \$2.93 billion. Its chairman, James Unrub, warned that Dasses to ground in cales this transfer. foresaw no growth in sales this year.

AT&T Profit Falls, Hit by Charges

NEW YORK (Reuters) — American Telephone & Telegraph Correported Thursday lower profits for the fourth quarter and all of 1991, but it attributed the decline to previously reported special charges it said its long-distance and financial-services businesses countained to grow despite the recession.

AT&T's profit fell to \$635 million in the quarter from \$809 million \$252 earlier. Revenue edged up to \$11.95 billion from \$11.88 billion. For all of 1991, AT&T, which merged with NCR Corp. in September, earlied \$222 million on revenue of \$44.65 billion.

Bombardier Buys De Havilland

SEATTLE (AP) — Boeing Co. said Thursday it had sold in De-Havilland commuter-airplane division to Bombardier Inc. of Manheat and the Canadian province of Ontario.

The new owners will pay Boeing the equivalent of \$61 million in cash under current exchange rates and will assume \$164 million in landlest unprofitable divisioo to a European partnership for an estima million. The agreement comes after Boeing failed last year in its attempt to self the

Boeing Chief Warns on Subsidies

PARIS IHT) — The chairman of Boeing Co., Frank Shrontz, selling to defend its dominant position in one of the United States important industries, demanded Thursday that Washington ensurables the proposed McDonnell-Douglas Corp. deal with Taiwan Actionation include a clear agreement that there will be no government substitution of mooey for new aircraft programs "comes in the form of supporting the government of Taiwan, they in fact will be creating an Asian Maring where, once again, deep government pockets eliminate the need for disciplined business decisions," Mr. Shrontz said in a speech disciplined for the speech disciplined business decisions in New York. The text of the speech disciplined available in Paris.

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TOKYO: Steps Weighed to End Slump, but Foreign Brokers May Suffer

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(Continued from first finance page) ing to work behind the scenes to block restrictions on their key business here. The possibility of new restrictions in the financial markets comes after President George Bush tried to open other Japanese mar-kets to American businesses.

The foreign firms say that futures trading merely reflects and belps investors protect against volatility and that restrictions are unwarranted.

WORLD STOCK

Agence France Presse Jun. 23

"It's shooting the messenger."

Said Richard Greer, head of the Tokyo office of Baring Securities.
"I don't think it would have much that representatives of the Big Four held an emergency meeting on effect to restrict the futures market, and in fact, some of the recent measures to restrict it seem to have

increased volatility. Mr. Greer added that some tradtract is traded.

MADKETS

Tuesday to discuss market-bolster-The end result was that they

decided to form a working group to take up proposals for regulations ing had simply been driven to Sin- and administrative things that gapore, where another version of could be changed to make it more the Nikkei stock index futures conconvenient for the market and for convenient for the market and for investors," Ms. Aikawa said.

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Many experts insist that some of the measures could do more harm that representatives of the Big Four than good by making it more diffiheld an emergency meeting on cult for investors to move in and out of the market. They also say that what ails the Japanese stock market is not some technical problem with stock index futures but the Japanese themselves dumping shares with abandon.

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Foreign investors, meanwhile, were net buyers of 5.62 trillion yen of Japanese shares last year.

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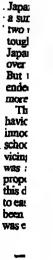
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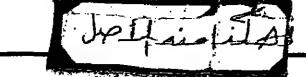
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By Blaine Harden Washington Post Service Washington Post Service

growing crime category in Poland.

smuggling and fraud, have become the fastest-

Poland's first post-Communist bank scam in-

volved something called the Safe Savings Bank.

It was founded by Lech Grobeiny, a store-front

money-changer who promised 180 percent inter-

est on ant-month deposits and attracted credu-

loos depositors by the thousands. He and his

girlfriend left Poland in July of 1990, taking with

them about \$3 million in other people's money;

In 1991, a private Polish conglomerate called

have not been heard from since.

The David Bogatin affair

is the latest in a series of

the end of Communist rule.

Art-B, for Artistic Business, devised a check-

banking scandals since

Washington Post Service
WARSAW --- Poland, the most fertile breeding ground in Eastern Europe for big-money swindles, has been stung by another major banking scandal

The owner of a new and thriving private bank, which claims \$100 million in deposits and is the first bank to receive permission to sell Shares on the Warsaw Stock Exchange, has been unmasked as a tax fugitive whose extradition is being sought by federal and state an-thorities in the United States.

David Bogatin, 46, who owns 97.5 percent of First Commercial Bank, fled the United States five years ago, after confessing to tax evasion and promising to pay federal and New York tax authorities nearly \$5 million, according to the New York state attorney general's office. That office says Mr. Bogatin jumped bail, forfeiting \$500,000, before he was due to be sentenced to

up to eight years in prison. "We would like to extradite him," said Nancy Connell, a spokeswoman in Albany for the attorney general. A source at the Justice Minis-try in Warsaw said the government would prob-

Ms. Connell said it was "hard to imagine" Mr. Bogatin running a bank, and many of First Commercial Bank's 29,000 individual and business depositors registered similar surprise when they heard about his past. The story broke last weekend in Poland's biggest daily newspaper,

Gazeta Wyborcza. Worried depositors lined up by the thousands this week in cities where First Commercial has its 14 branch offices. By Wednesday, they had withdrawn about \$4.5 million, according to a First Commercial spokesman.

A Polish Finance Ministry official admitted that "this case will force us to improve our review procedures for future founders of banks." The Bogatin case marks the fourth high-

- Visibility banking scandal in Poland since Com-

ably allow Mr. Bogatin to be extradited.

kiting scheme that used a helicopter. Its beauty was that, technically speaking, it was legal. The company's founders discovered that a helicopter could move cash around Poland faster than the antiquated banking system could clear checks. Art-B shuffled about \$18 billion through the banking system, picking up an estimated \$360 million in interest on money that was in several accounts at the same time. Art-B's founders fled last year to Israel.

Later last year, the chairman of the central bank was hauled off a train and arrested for his alleged complicity in a scheme to buy back Poland's foreign debt at reduced prices. Somewhere in the financial maneuvering, up to \$800 million in government funds had disappeared.

"The structural weakness of the state apparatus and financial scandals pose a great internal threat to the security of our state," said Poland's interior minister, Antoni Macierewicz.

The emerging scandal at First Commercial

cerns. In Poland's free-wheeling financial climate, David Bogatin has prospered. Indeed, there are no indications, so far, that he or his bank has violated any Polish law.

of the hills and artificate of

After obtaining a license 10 months ago, Mr. Bogatin's bank appears to have thrived by offering depositors above-market interest rates. Annual interest rates of 62 percent were, and still are, offered on three-year certificates of deposit. After this week's disclosures about Mr. Bogatin's past, Polish banking regulators are expected to take a close look at the operations

of First Commercial. In the meantime, Mr. Bogatin, a Russianborn emigre to the United States who lived in Austria before coming to Poland, is trying to

keep his business afloat. At the bank's headquarters in the eastern city of Lublin, he went out onto the streets this week to address surly queues of depositors. He promised them a 1 percent raise in interest rates, if they left their money in his bank.

In an interview, Mr. Bogatin denied that he had had any criminal problems in the United States. "Some group of people wants to destroy my business and all that I have attained here," he complained.

New York state law-enforcement officials

say Mr. Bogatin was free on bail, awaiting sentences from federal and New York State courts, when he disappeared from New York City. He pleaded guilty on March 11, 1987, to filing false tax returns in order to evade taxes owed on gasoline distributed by his firm. In that year, the New York attorney general's

office described Mr. Bogatin's activities as an elaborate series of paper transactions designed to evade taxes on 15 million gallons (56.8 mil-lion liters) of gasoline purchased and distributed in the New York City area.

Mr. Bogatin's business was so lucrative, the release says, that after seven years in the United States he spent nearly \$6 million to buy five

German Banks to Curb **Lending to Republics**

HAMBURG - German commercial banks will not grant the Commonwealth of Independent States new long-term loans for the time being, though snort-term trade credits will not be stopped, a leading German banker said Thursday.

"For now the CIS no longer qualifies as a long-term debtor, said Eberhard Martini, president of the federal association of commercial banks.

The only way left for the former Soviet republics to get new money from the banks would be via shortterm trade credits, he said, adding that banks' experience with such loans had not been bad.

Of the 39.6 billion Deutsche mark (\$24.8 billion) debt of the

Commonwealth to German banks 7 to 12 billion DM is not covered by guarantees from Ronn

Mr. Martini expected banks to raise 1991 write-offs on loans to the former Soviet Union to more than two-thirds of the value of these loans. Most major German banks, Commerzbank AG excepted, have so far written off some 60 percent on their exposure. Mr. Martini said he expected this to increase to 90 to

95 percent in 1992. The cash-strapped Common-wealth has told Western banks that its lack of hard currency could lead to a temporary halt of payments on

its foreign debt. The Commonwealth and its creditors have agreed to halt principal payments on bank debt until the end of March and on government debt until the end of 1992.

Poland Offers Carmakers Tax Break

Compiled by Our Staff From Dispatches

WARSAW - Three automakers negotiating with Polish companies were offered the chance to import 10,000 cars each tax-free if they quickly agreed to invest \$50 million apiece in Poland, the government said Thursday. Poland raised its duty on cars to 35 percent from 15 percent on Jan. 1, but agreed to import at least 30,000 cars a year tax-free from the European munity. If the deals are struck by mid-year, the 1992 tax-free allotment

would go to Fiat SpA, General Motors Europe and Volkswagen AG. In October, Fiat signed a letter of intent to buy 51 percent of FSM, which is making its Cinquecento for the European market. Fiat plans to invest \$800 million if the deal is signed. GM has been negotiating a venture with FSO to build its Opel Astra and Vectra cars in Poland. Volkswagen is

talking with POLMO about transferring production of commercial vehicles licensed from Toyota to Poland from Germany. (Reuters, AFP)

With high ceilings and much of its inventory stacked in the shop-ping area, the store is designed to ward Marrujo, a vice president of replicate the feel of an open-air marketplace and to reflect a Mexi-can tradition of shopping as a form

of family emertainment. Many of the lessons that the company has learned about catering to local tastes are also being applied in varying degrees to the nearly 300 Vons stores. One example: Vons has expanded its list of suppliers so that it can stock dozens

serve heavily Asian communities. For Bank of America and other financial institutions, the surge in immigration to California was problematic, in part because many mmigrants, especially those from Mexico and Central America, had

never set foot in a bank.

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1700 M 2600 1800 1700 1550 2400 2300 A S O N D'J 1600 A S O N D J 7 1991 1992 ASONDJ Exchange Index Thursday Prev Change Close Close -0.33 **CBS** Trend 121,30 Amsterdam 120.90 5.848.65 +0.57 5 882.17 Brussels Stock Index 1.669.57 1,680.10 -0.63 Frankfurt DAX Frankfurt FAZ 680.63 685.12 -0.63 848.30 Helsinki HEX 853,90 +0.66 1,963.50 1,960.90 +0.13 London Financial Times 30 2.522.00 +0.13 **FTSE 100** 2.525.30 251.30 -0.02 25t 26 Madrid General Index Milan 1,082.00 1,062.00 MIB Paris Affarsvaride 981.97 +1.45 439,42 +0.37 Vienna Stock Index 441.06 Zurich SBS 628.40 -0.10 527,80

Very briefly:

Norsk Hydro A/S will take a charge of 2.4 billion kroner (\$386 million) against fourth-quarter profit to cover the costs of restructuring measures and write-downs of assets in the agriculture and magnesium divisions.

 The Office of Fair Trading has appointed Sir Bryan Carsberg, Britain's top telecommunications industry regulator, as its director general. Mr. Carsberg, who is 53, will take up his five-year appointment in June. Swedish consumer prices (ell by an average 0.1 percent in December, bringing the inflation rate for 1991 to 8.1 percent, the central bureau of

• Avon Rubber PLC of Britain said it had set up a joint venture with S & H Fabricating & Engineering Inc. of the United States to design and make hose and coupling assemblies for air-conditioning systems for the

European antomotive industry. The General Agreement on Tariffs and Trade is reconvening a dispute panel to determine whether revised European Community subsidies on

oilseeds still violate free trade rules, a GATT spokesman said. Super Club BV said its chief executive resigned amid continuing operating losses; the retailer said Jaap van Wezzendonk will "prepare to undertake new tasks" as a board member of Philips Belgium BV.

GEC Unit Wins U.K. Frigate Contract

Compiled by Our Staff From Dispatches

The Yarrow yards, near Glasgow on the Clyde River, have suffered from military budget cuts and have had to lay off about 600 of their

BONDS: Writing the Rulebook

(Continued from first finance page)

World Bank, sees the opposite danger: The package of rule changes goes too far and will overregulate the market on which the govern-ment relies to finance its debt at the

lowest possible cost. "..." I just don't see how this pack-age can work," Mr. Rotberg said. "The people I know on the Street confirm that this will increase the uncertainty to be borne by the market, and that will inevitably increase the costs to be borne by the taxpayers."

Not everyone agreed.
"--Merton H. Miller, a winner of the the Nobel Memorial Prize in Economic Science and professor of finance at the University of Chicago, applauded the Treasury's inten-tion to consider a new auction process that would sell all the proffered securities at a single price, rather than the current method in which bids are filled at varying prices until the full auction amount is spoken for.

John Burs, president of CRT million.

Government Securities Corp. in New York, said that any uneasiness in the market was likely to be short-

As for the Treasury's willingness to sell additional debt if a shortage develops, he noted that such intervention would occur after an issue lion). the taxpayers, Mr. Burrs said, "I don't see at all that it would neces-

sarily raise the price to taxpayers." In many of the proposals and new procedures, including the large primary dealers, the Treasury gold and rhodium mines. gradual redefinition of the role of is just catching up, in Mr. Miller's

(Continued from first finance page) age by a factor of eight. And al-interest bill that it in excess of \$100 though Lonhro's debt burden has interest bill that is in excess of £100

percent stake in Kühne & Nagel AG, a German freight company, realizing a profit over cost of 250 million Deutsche marks (\$156 mil-

is auctioned. Since it is the auction With 800 companies operating in price that determines the price to 80 countries Londro is inevitably a complex beast, difficult to fathom for even the most intrepid analyst. Even more daunting is the fact that the overwhelming bulk of Lonhro's earnings come from abroad, much of them from African platinum,

In spite of all the criticisms Lonhro's performance has been impressive. It has been the eighth "Their old rules didn't quite re- best performer on the London

grown steadily it has come in recent years not from overpriced acquisitions, but from big investments in Loubro's Princess Hotel chain and in its platinum mine, which now ranks as the world's lowest-cost

"The tycoon factor is a negative but this tycoon has been a good entrepreneur," Mr. Davies of Lehman Brothers said.

producer.

Unlike other 1980s superstars, Mr. Rowland entered the 1990s without the burden of a skein of acquisitions that he had bought at the top of the market. He is considered a canny buyer and he has paid in cash rather than funding acquisitions through new share issues. "The market says, 'We have seen one-man companies go bust and here is another one," said one quire you to use a quill pen, but Stock Exchange since 1965, and London analyst. "But Lonhro is they might as well have," he said. has outperformed the market avermore subtle than that."

LONRHO: 'Tycoon Factor' Hurts MIX: Marketing to Californians

(Continued from first finance page) goods, including soaps and cereals, are imported from Mexico. ics that we had not done a good job of reaching in the past," said Ed-

the supermarket company, which is based in Arcadia, California. Vons decided to develop a separate chain to cater specifically to Hispanic customers. In 1988, the company opened the first store in the new chain, which it named Tianguis, after an Aztec word for mar-

kemlace. There are now nine Tranguis stores in Southern California. In the Tianguis stores, all employees and signs are bilingual. Close to 50 percent of floor space is given over to fresh produce and meat, compared with 25 percent in other supermarkets, because Hispanic shoppers favor fresh foods.

Many of the products in the store would be unfamiliar to non-Hispanie shoppers. The meat department is stocked with beef lips and pig heads. Many of the packaged

LONDON - The British Navy ordered three frigates from General Electric Co.'s Yarrow shipyards in Scotland at a cost of about £400 million (\$722.2 million), Defense Minister Tom King said Thursday. of varieties of rice in stores that former 3,500 workers.

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The British government had already ordered 10 of the type-23, or Duke class, frigates, four of which are in service and six under construction. Six of the 10 were ordered from Yarrow. The ships ordered on Thursday are to be called Somerset, Grafton and Sutherland. Yarrow beat out three other bidders: VSEL Consortium PLC, Vosper Thornycroft Holdings PLC and Swan Hunter Shipbuilders Ltd.

NASDAQ prices as of 4 p.m. New York time.
This list compiled by the AP, consists of the 1,000 most traded securities in terms of dollar value. It is updated twice a year.

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Nissan, Toyota to Buy French Sales Units Nissan, Toyota to Buy French Sales Units On Report From China to the French market telecommunications, information with the totaling \$21 billion last year. On Report From China thanks to the United thanks against him by a parameter of the United thanks against him by a parameter for the United thanks against him by a parameter of the United thanks against him by a par

their cars made in European factories in exchange for permission to buy their French distributors, sources in Paris and Tokyo said.

Nissan, which makes cars in Britain and Spain, obtained the agreement of French authorities in November to buy its distributor in France, Richard-Nissan SA. Toyota, which is to begin production in Britain in 1993, obtained approval in December to take control of its French distributor, SIDAT, the

The French Treasury, which had postponed its approval in February 1990, did not publish its decision. France has campaigned for restric-tions on the sale in Europe of cars manufactured in Japanese factories in Enrope. For now, Japanese carmakers abide by an unofficial limit

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may be benefiting European Com- tected an improved attitude toward munity high-technology compa-mes, according to Michel Carpentier, director-general for pean delicit with Japan in the high-

Japan's Money-Supply Growth Slows

Compiled by Our Staff From Dispetches

TOKYO—Japan's money supply grew at the slowest rate ever in 1991, but economists said Thursday that the rate had almost certainly hit

but economists said Thursday that the rate had almost certainly hit bottom after more than a year of steady declines.

The money supply expanded at a record low rate of 2.0 percent in December, compared with 2.4 percent in November, the Bank of Japan said. For all of 1991, growth was 3.6 percent, down sharply from the 11.7 percent expansion the preceding year. The annual rate was the lowest since records of growth began in 1968.

Economists said that much of the slowdown for both the year and especially the month reflected bearish business sentiment that had slashed demand for funds and led to singgish bank lending. "The key is corporate sentiment," said Kazako Mizano, economist at Baring Securities (Japan) 1.1d. "Demand for money is just not strong." (Reuters, AFP) ties (Japan) Ltd. "Demand for money is just not strong." (Renters, AFP)

pan's largest foreign supplier of high-tech products for historic

and political reasons."

But, he said, "We are in a transitional period in the relationship between Japan and the EC in terms of technology, industry and trade. Japan is now considering European industry and the large competence of the EC in this field."

Officials traveling with Mr. Carpentier said European companies would benefit not only from increased Japanese recognition of their products' quality but also from the negative fallout of President George Bush's controversial trip to Japan earlier this month.

The U.S. leader irritated many Japanese with his insistence that they should buy more American

HONG KONG — Stock prices soared Thursday to a record high on the Hang Seng Index, but a correction was widely expected after Beijing denied a report that a disgraced former Communist Party chief had been released.

Reuters reported that Zhao Ziyang, toppled as general secre-tary of the party during the prodemocracy student protests 1989, had been cleared of charges of supporting the demonstrations and

Although Beijing quickly denied the report, the Hang Seng Index had already closed 75.12 points higher at a record 4,625,84. Dealers said they expected a correction to follow, but predicted it would like-

cal limbo since he was ousted after the government's violent crack-

Mr. Zhao, 72, has been in politi-

A source closed to his righthand Kong that political charan, Bao Tong, told Reuters that Mr. Zhao had been cleared of the (Reuters,

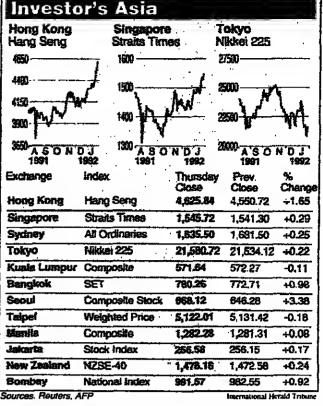
committee. But spokesmen for the Foreign Ministry and State Council said the report was groundless. Hung Sheung-hang, director at Malahon Securities Ltd., said that the Hong Kong market had been "looking for an excuse" to rebound, and that the report of Mr.

Zhao's release had provided it. He added that he did not believe the market would tumble on Friday, but that it would still "consolidate a bit."

Analysts said that even a fall of 100 points would return the buoyant index only to where it stood in recent days.

The release of Mr. Zhao would signal a liberalization of politics in China, which is Hong Kong's biggest trading partner. Hong Kong is to revert to Chinese control in 1997. But analysts said even if it was untrue, the report's effect was in-

Kong that polincal change may be (Reuters, AFP, UPI)



Daewoo Deal With North

Compiled by Our Staff From Dupatches

SEOUL - The chairman of Daewoo Group, one of South Korea's hig conglomerates, has agreed with North Korea to set up two projects worth 51.1 billion, a Seoul newspaper said Thursday. Chosun Ilbo said Kim Woo Choong, who is visiting Pyongyang, had agreed with Kim Dal Hyon, the North Korean deputy prime minister, to set up a garment factory that would cost each side \$300 million and would be built in Haeju, just north of the border. The two men also agreed on a \$500 million project to construct an international hotel in Pyongyang.

The Daewoo chairman is the first prominent businessman to visit the North since the two Koreas signed a nonaggression and reconciliation pact last mount that is expected to belief trade.

iation pact last month that is expected to bolster trade. In another development, South Korea's Yonhap news agency reported Thursday that South Korea was considering creating a special currency to use solely in its dealings with North Korea. The Koreas have no direct transport or communication links but

indirect trade, mainly through Hong Kong and China, totaled \$190 million last year, up from \$25 million in 1990. (Reuters, AFP)

Very briefly:

· Cathay Pacific Airways ruled out an investment in Australia's soon-tobe privatized flag carrier, Qantas, citing large financial commitments at the Hong Kong carrier's home base including a planned new airport. · Shanghai Vacuum Electronic Devices Co.'s stock offer on the Shanghai market was four times oversubscribed, according to SBCI Finance Asia Ltd. in Hong Kong, which co-handled overseas underwriting.

 China, wary of double-digit inflation in Hong Kong, is to prohibit mainland companies from real estate speculation in the British colony, an official told the Hong Kong China News Service.

 Singapore's Trade Development Board will send a mission to Vietnam to boost two-way trade and economic ties.

. A Jakarta court ruled out a claim by Ricols Ltd. of Switzerland that it was the sole holder of the trademark for a herbal candy also produced by an Indonesian company, the Kompas daily reported

· Yamanouchi Pharmaceutical Co. said it would purchase 29 percent of Roberts Pharmaceutical Corp. of the United States for about \$95 million. • Taiwan's textile exports rose 16.5 percent to a record \$12 billion in 1991, an industry group said, but it predicted a fall this year because of

transchipment problems with the United States.

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Bradshaw Tells Buffalo's Kelly: Read My Fingers

By Mike Freeman Washington Post Service MINNEAPOLIS - Terry Bradshaw, who has four Super Bowl rings, spoke to Jim Kelly, who has oooe. From the way both quarterbacks described the conversation, it

was like a father talking to a son. Kelly, one of the top quarter-backs in the National Football League, has proved that during the regular season he can be great. But there is a lot of pressure on Kelly and the Bills - to win the big game Sunday. Because for Kelly to be considered with the likes of Bradshaw, he must win the Super Bowl.

It's that simple.
So on Tuesday, Kelly called Bradshaw, a Hall of Famer who quarterhacked the Pittshurgh Steelers to four NFL championships and is here as a television analyst. It seemed as if it was a

fascinating conversation. Kelly asked: What does it take to be great?

I said if you're asking me, you're always judged by how many Super Bowls you win," Bradshaw said. "Championships. That's just the nature of the beast. That's how it is. You can't deny the fact that if you've got a ring and the other guy doesn't have a ring, he's got all the stats but you've got the ring, I'm going to go with the guy that has the ring. Because this is the toughest game in the world. It's a lot of

"All things considered, if you've got the ring, you've won a champi-onship." he added. "That to me is the telltale sign of a great quarter-back. Greatness, yeah, yeah, a lot of quarterbacks are great during the regular season. But when some of them get in those big games, boy,

Kelly has the great stats of which Bradshaw is speaking. During the regular season, he threw for 3,844 yards and 33 touchdowns. He completed 64 percent of his passes.

But Bradshaw said he told Kelly that that isn't greatness. Winning the Super Bowl is what it's all about. And Bradshaw knows that Kelly is feeling the pressure.

"You've got to play like a star in the big game," Bradshaw said, "If you're a star in the regular season you've got to be a star in the big game. The coach is counting on you. So is the team. You can't drop your performance level. It's got to rise. That's the indicator of greatness.

"I told Jim, 'You've got to win this Super Bowl.' Once you win you

establish the legacy."
What Kelly has done is mature.



INTEDNATIONAL MENTION

Jim Kelly leading his Bills' teammates during a workout in Minneapolis. On Sunday, he hopes to lead them to victory in the Super Bowl.

As he said, he has stopped being awed by the prospect of playing in the NFL because it's something he's wanted to do ever since he was a kid, one of six brothers. He knows it's a business, and in business only one thing matters: the bottom line.

Kelly said that no quarterback could be considered one of the best until he won the Super Bowl.

"It doesn't matter what kind of stats you have," be said. Coach Mary Levy of the Bills

said: "Good leaders have to be good players. I've seen too many players who are near the end of their career and people are saying. This guy may oot be a good player anymore but boy is he a leader."

The knock on Kelly is that he easily gets confused by changing defensive schemes, as in the AFC title game against Denver when the Broncos threw in some coverages

the Bills had not seen before. Broncos players criticized Kelly and basically said be could not adjust to

what they were doing. One thing just about everyone agrees with is that Kelly may be the toughest quarterback in the game. Time and time again throughout his NFL career, he has played on a sprained this or an ailing that.

"Jim has a linebacker's mentality, he has that toughness." said Joe Theismann, the former Washington Redskins quarterhack who

owns a Super Bowl ring. Theismann said the Redskins' quarterback, Mark Rypien, was also tough.

"These two quarterhacks are very similar," he said, "i mean sizewise, stylewise, ahilitywise, mohility, command of the game, leadership. When you really break

only thing that falls in Jim's favor is hate mail had led to a desire to play his experience.

If he wins, he will have that much needed experience; a Super Bowl victory, If he loses, Bradshaw said. "it will be even tougher to win

Then." he added, "Jim Kelly will be under more pressure than he's ever been before." Bills Won't Trade Smith

Levy said Wednesday that the Bills would oot trade Bruce Smith despite the hate mail that has the star defensive end pondering a change of scenery. Reuters reported from Minneapolis.

"We're not going to trade Bruce year of a five-year contract, go.

Smith," Levy said at a news confer"Bruce has received a few letter

Smith said earlier this week that win or lose. Sunday could well be his last day in a Buffalo uniform. down these quarterbacks there really isn't a big difference. The the year, be said a rash of racial

"After the game there are some options I am going to explore," said the seven-year Buffalo veteran, who spent much of this season side-lined with a knee injury. "Too many things have happened I just can't forget."

Smith, 28, said he began receiving the hate mail from Buffalo fans sporadically three years ago. He stopped ignoring them when one of the letters, bearing a Buffalo postmark, came to his home.

But Levy is not about to let Smith, who is finishing the third

Bruce has received a few letters from bigots," Levy said, "He bas received a flood, a flood of letters from people in Buffalo and western York, decrying that type of letter, bolstering him and backing

Millen Walks a Hard Sideline

By Tony Kornheiser

Washington Post Service

M INNEAPOLIS — At the moment, Preston
three different Super Bowl champions, He was on
three different Super Bowl champions. He was on the winning side for the Colts, the Cowboys and the Steelers. Should the Redskins defeat the Bills, Matt Millen would become the second, having already gotten rings from the Raiders and the 49ers. Like Reggie Jackson in baseball, great teams just seem to follow Millen around.

The rub is, if recent history is any barometer, Millen probably won't suit up on Sunday. Millen's primary value is against the run, and Buffalo's first thought is to pass. The Redskins deactivated Mil-len against the Falcons and Lions, two similar pass-oriented teams

- the first two Vantage games Millen missed in his 12-Point

year career. And the best guess is the Bills will make him 0-for 3 in the playoffs. If the Redskins win, Millen still would get

the ring. Just not the downs.

"If it's against the Giants, he plays," Charley
Casserly said matter-of-factly Wednesday. "If it's
a run and-shoot team, maybe he doesn't." Millen is nothing if not realistic about this. He

was brought to Washington to play the run. If the other guys don't run, then he's rather like a designated hitter in a National League ballpark. "I saw this coming when I saw our opponents, and it's frustrating," Millen said. "Look, I hate Dallas. I've hated Dallas since they were America's Team and the Raiders were the antithesis. But when Dallas played Detroit, I kept cheering: 'Go Emmitt

Smith! I guess the football gods were against me.

"Realistically, you do all you can do. And all I can do this week might be to talk to the media. "If this were early in my career I might think differently. But I've been around a long time. If I were Joe Gibbs and I structured my defense the way he does, would I play me against Buffalo? No.
You ask about feelings. What do feelings mean?
You have to do what's best for the team."

Millen's situation suggests how specialized the game has become — particularly for the Redskins, who play their roster strategically. But because the Redskins have relied so heavily on veterans and continuity, it also raises the issue of a team's nostalgic commitment to any individual player.

"Our commitment is to win," said Casserly.
Yes, but the difference between a 45th and 46th man seems so slight. How much are you really risking by making the nice gesture? "Many times I want to go with the individual,"

Joe Gibbs said, "It's hard to reconcile. But I have to do what's best for the group. I've got 45 other guys with families to think about." Nobody likes to think of sports as business, but we're often reminded that it is, Millen considers

himself lucky that he learned this long ago.
"I was in my second year, and I saw Mark Van Eeghen, who was on the edge of being cut, ask the Raiders if it was O.K. to bring his family out for the season," Millen said, "They said to do it; he'd be all right. The oext day they cut him, and he'd

been there 10 years." Millen shrugged. Business

This shouldn't be made into a soap opera. Mil-

len joined the Redskins only this year. He isn't part of their folklore like, say, Russ Grimm. And he

isn't angry.

Indeed, he's been good-humored about his situation. Asked to compare his ability now with his ability earlier in his career, he joked, "I'm better

copy at this point.

He added, "Somebody asked me if the Redskins would keep me on their protected list, and I said. Maybe you mean their endangered species list.

But he's put 12 years into the league, and he's been a star. If anyone is entitled to a grand gesture, it's Matt Millen. Admittedly, that's a romantic sportswriter talk-

ing. Players could care less about gestures, ing. Players could care less about gestures, "Gesture has nothing to do with it," said Jeff Bostic. "It's about winning. You go down the line and everybody here will tell you that."

Indeed, they did, particularly the veterans, the ones who might feel entitled to the grand gesture.

Monte Coleman said he felt bad for Millen.

"But if you're a team player," he added, "regardless of the years you've put in, if the choice is between winning and you playing, you should pick

You ask about feelings. What do feelings mean? You have to do what's best for the team.'

Matt Millen, Redskins' linebacker

winning. I can't think of many players who would say. 'Hey, I need to play. It's the Super Bowl, and I want people to see me.' And those who would aren't going to have the longevity of a Matt Millen."

"I want Matt to play," said Kurt Gouveia, who has been the linebacker who sat when the Redskins played run-oriented teams. "We've gone through the season together, the grind together, the pain together. I want him to be part of this game. But I've been in the same situation and, most of all, I want to win. And I know Matt wants that too." want to win. And I know Matt wants that, too." Nant to win. And I know want wants that, etc.

N INE SEASONS AGO, when the Redskins were in their second Super Bowl under Gibbs, their opponents were the Raiders—the extremely notorious and unsurpassingly chirpy Raiders of Ted Hendricks, Lyle Alzado, John Matuszak and Mate Miller. During the week before the same

Matt Millen. During the week before the game, Russ Grimm was quoted as saying: "How bad do I want to win this game? I'd run over my mother to win." Millen was so moved by the quote he said, "Td run over Grimm's mother, too."

Grimm laughed when the exchange was recalled. He and Millen are both Pennsylvanians, both aging veterans, both big stars on what may be their last ride on the carouset.

"I feel for Matt, I really do," Grimm said. "He's made a lot of great plays for this team. I'm down to a tole player myself, You can feel the changes. You find yourself trying to help the younger guys, point stuff out that you see from the sideline. But you love the game as much as ever, and you'd like to think you'll do anything you can to help the team win." Grimm's smile was as wise as a river and as old as the hills as he said, "Sometimes, it's not playing."

BOOKS

AFTER THE FALL: The Failure of Communism and the Future of Socialism

pages. 359.95; paperback \$17.95. Verso, 29 W. 35th St., New York, N.Y. 10001.

Reviewed by David Caute

S ociaList intellectuals are now an endangered species but they don't know it and therein resides their beguiling charm. Bad weather — the global triumph of capitalism, for example induces them to spread their wings inside the glass jar. "After the Fall" refers, of course, to the fall of communism. The general scenario resembles the final surrender of a platoon of Japanese soldiers who never knew the war was over.

Broadly, the contributors to "After the Fall are looking for a revival of socialist energies while (ohviously) rejecting the totalitarianism of the command economy and also (less obviously) the minimalist reformism of European social democracy. The essays were all written within the last three years hut not one of them offers an analysis of the demise of the Soviet Union from the August coup to Gorbachev's last Christmas party.

Here and there one encounters displays of rampant iconoclasm. Hans Magnus Enzensberger is found tossing the toys around the nursery: Maybe Me-

NELL NOT EWICTS:

DOONESBURY

Donald's junk-food chain is pure social-ism? (He's kidding.) The intellectuals, he warns, are now suffering from withdrawal symptoms following the evaporation of their fantasies. The more constructive Edited by Robin Blackburn, 348 contributors labor to mold the ferocious godhead of the Market into a smiling Buddha; everyooc agrees that health, education and welfare cannot be surrendered to market forces.

The silliest essay in this volume is by Fredric Jameson, who takes refuge in meretricious distempes desked out as dialectical paradox. Communism, we are to believe, fell victim to its own success not failure. "Stalinism was a success, fulfilling its modernizing mission, developing political and social subjects of a new type." Moving to the cultural front. Jameson offers what he calls a "scandal-ously fresh historical narrative" which he finds both "striking and pervesse": the socialist realism imposed by Stalin played the same role as Hollywood in the 'supersession" of the "great ae-thetic

vanguards of the visual arts. Really? One netices that "supersession" isn't quite the work we understand. 'suppression': one also notices that MGM co-existed with Jackson Pollock whereas Stalin did not co-exast with Mayakovsky — or anybody. Jameson knows all this and is no doubt pulling our undialectical legs, but one wonders what be knows when he asserts that "the captalist West is no iess an art work, no less subject to corporate decision and flat. arbitrary and isolated undernoctatic will,

than the Stalinist East." Well, the isolated Soviet Communist Party was oever required to carry a health warning on its packaging. It's time to abandon these post-Marcuscan games understood only in academies.

renovating, libertarian impulses and programs of the youth movements of the 960s have penetrated the bloodstream of free-market democracy. Clearly the great economic, political and military power structures of the West remain in-fact: C. Wright Mills was not wasting ink. The Thatcher decade, with its ferocious privatization program, assailed tooth and claw the notion of society as a commonweal bonded by organic con-

On the other hand, the progressive motions of the European Community (Christian Democrats but not British Tories included) signal a renovation of spirit, a new sensitivity to pressure group: and to issues of ecology, social rights and feminism. The kids of '68 are the fathers and mothers of this Europe; the most urgent challenge is the outbreak of racism and nauonalism now sweeping the continent. Not socialism but social democracy is the only alternative agendafor the 1990s.

David Caute, whose books include "The Fell woTraclers: Intellectual Friends of Communism" and "The Year of the Barri-cales, A Journey Through 1968," wrote

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By Alan Truscott HE diagramed deal was played with

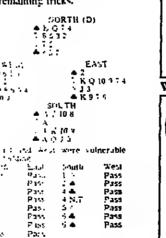
South arriving in six spades after a sophisticated bidding sequence. South would have been very disappointed if his opening of one diamood had been passed, but there was no good afternative: Forcing openings with threesuited hands rarely work well. When the spade fit was established South headed confidently toward slam. Using a modern variation of Roman key-card Black-wood, North's five-club bid showed one key-card, and South knew that it was the

spude king.

Five diamonds inquired about the spade queen, and five spades showed that North had that card but no side king. South still showed interest in a grand slam, rather optimistically, but came to rest in six spades.

South won the opening trump lead in the dummy, finessed the club queen suc-ressfully, and cashed his diamond winners. When he followed with the diamond ten and West played low, he threw a club from dumny, confident that he could handle the situation if East was able to win with the queen or ruff.

As it turned out, this play gave him an unexpected overtrick. The diamond ten won the trick, and the nine was ruffed with the spade four, setting up a crossruff of the remaining tricks.



WHEN I WAS LITTLE AND

PEANUTS

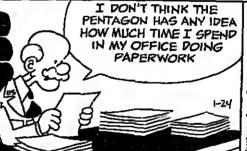
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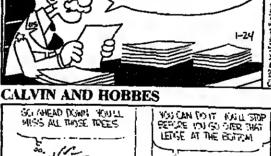




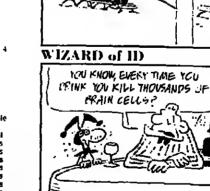
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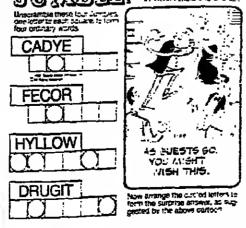








"DON'T WORRY ABOUT DINNER DAD WILL CARRY DU DOWN TO THE STOVE.



THYSE SAMEIA BARDS. What you can't grop wishout projett, the A BAC MAST



Fernandez, on the Attack, Stuns Sabatini Seles Also Advances to Final, Devastating Sánchez Vicario

MELBOURNE — Mary Joe plagued loss to Sabanni.

ernandez looked back on her last.

"I said I had to do something drastically different." the No. 7 Fernandez looked back on her last match against Gabriela Sabatimi and didn't like what she saw.

Fernandez had won only five games against an aggressive Sabatini in the semifinals of the New South Wales Open in Sydney two weeks ago.

1 / X

But she reversed that in the Australian Open on Thursday, stun-ting the No. 3 seed, 6-1, 6-4, and account to a meeting in the final suinst Monica Seles. on seles, the top seed and defending

de impion, needed only an hour to Yyastate No. 4 Arantza Sanchez cario, 6-2, 6-2. Fernandez and her new coach, Harold Solomon, watched a tape

handle a mirror image of herself. her last month.

The athletic Argentine broke "It's still not easy," Fernandez now," said Seles, who won all three Fernandez in the first game, then said "You look at the other side Grand Slam events that she entered lost the next six games as Fernan- and know if you don't but a great

subdued and downcast Sabatimi, I had no choice." who had looked sharp while not It's the second time in three years combined for 37 aces.

seed said. "I tried to attack a lot weren't working 100 weil, and come in a lot."

Solomon, ironically a pure base—
liner ranked among the top 15 losing her first service game at love, by surprise. She had used the same—
men's money-winners in 1974-80, Seles won the next five while droptactics in ousting Jennifer Capriati
has pushed Fernandez to attack
in the quarterfinals, but couldn't

"I definitely hit much better than
"I definitely hit much better than

dropping a set in her last two tour- that Fernandez has reached the

naments. "She changed her strate- Australian final. She lost to Seles most silent in watching the lopsid-gy from last week. I was feeling a last year in the semifinals, with the little frustrated because I was mak-third set going to 9-7, and has won overcast day. seed said. "I tried to attack a lot weren't working too well."

Seles looked as the mind the set going to 9-7, and has won only the first of their nine meetings.

Seles looked as the mind the set going to 9-7, and has won only the first of their nine meetings.

Seles looked as the mind the set going to 9-7, and has won only the first of their nine meetings.

any match I've played up until

last year. dez charged the net regularly, dem-shot, you're going to get passed. It's

She had been having trouble constrating her best form by far in hard when you've played a certain with ber serve, but said she was e tournament. way for a long time — 17 years — inspired after watching the men's ... She played very well, said a to change. Harold made me realize quarterfinal duel between Michael Such and Richard Krajicek, who

The center court crowd was al-

While Sanchez Vicario didn't give up easily, Seles ran her ragged with shots from corner to corner. The plucky Spaniard found herself forced to hit two or three great shots to win a point, while Seles blasted winners almost at will.

After Sanchez Vicario held to pull even at 2-2, Seles ran off seven straight games. When Sanchez Vi-cario briefly rallied with a twogame streak halfway through the second set, Seles extinguished the fire by winning nine straight

■ Shoulder Pains Krajicek

Krajicek, on the eve of his semifi-nal match against No. 2 Jim Courier, pulled out of his doubles semifinal match Thursday because of tendinitis in his shoulder, The As-

sociated Press reported.
"It feels stiff and sore," Krajicek said as he went for an examination with a doctor following his default in a match with partner Jan Siemerink against the Australian team of Mark Woodforde and Todd Wood-

bridge.

The Australians led 3-1 in the second set after losing the first set,

Krajicek, 20, is one of the hardest servers in tennis and served 22 aces in his five-set victory in the quarterficals Wedoesday over Stich, the Wimbledon champion. Krajicek told the tournament referee, Peter Bellenger, that he felt some problems with his shoulder before the doubles match, but said

Because of the retirement, Krajicek had to have his shoulder examined by a tournament doctor to certify his fitness to play against

he would attempt to play the

In the other men's semifinal Friday, Stefan Edberg, the top seed was to face Wayne Ferreira. In the other men's doubles semifinals, Kelly Jones and Rick Leach defeated Scott Davis and David Paie, 4-6, 4-6, 7-6 (8-6) 6-4, 6-3.

Gabriela Sabatini had much to hold her head about during her semifinal loss to Mary Joe Fernandez. Australian Team Considers Boycott

If Magic Johnson Plays in Olympics MELBOURNE - The Australian oatiooal basketball team, alarmed by Magic Johnson's desire to play in the 1992 Olympics, is considering a boycott of the U.S. team if Johnson, who carries the

AIDS virus, competes. "I would have thought that in any cootact sport, anybody HIV positive would basically oot play," said the center Ray Borner. "It's common sense."

The team's reaction followed

comments Wednesday by Dr. Brian Sando, the senior medical director of the Australian Olympic Federation's basketball program, who said that Johnson represented a realistic threat of infection. "I would certainly recommend

that our basketballers oot compete with a team of which Magie Johnson was a member," Sando said.
"That risk — even though it's small - you cannot absolutely say it's oever going to occur."

members of the national team.

wound up a loser again by 50 seconds.

Defiant all the opening she needed.

For the Record

ber as a player with the Los Angeles Lakers, has said he would like to play for the U.S. team. On Thursday, he was named to the NBA's Western Coofereoce All-Star

squad for the game next mooth. The Australian coach, Adrian Hurley, said the decision to play against Johnson was "entirely up to the player to make a responsible. informed decision."

In Sydney, the Australian Olym-Borner said be might forfeit a pie Committee distanced itself game if Johnson played. "If it was a choice of playing for gold or staying off and taking silver, I'd take mittee's director of sport. pie Committee distanced itself

Richard Krajicek tested his sore shoulder, under the watchful eye of his doubles partner, Jan Siemerink. They later defaulted the match.

BASKETBALL NBA Standings

SCOREBOARD

Attentic Division

W. L. Pci
25 15 .405
23 15 .405
1 19 27 .45
1 19 21 .442
14 25 .369
9 30 .211
Control Division 9.30 .21
"Central Division 35" 5 .875
26 12 .484
21 19 .525
19 20 .487
15 26 .266
13 30 .266

WESTERN CONFERENCE Golden State Portland Phoenix

11/2 21/2 41/2 81/2 i Souttle LA Clippers WEDNESDAY'S RESULTS
Oriende 19 24 17 24— 55
Boston 27 13 35—187
Anderson 7-175-9 19, Bowles-124-15; Gambie 8-174-5 20, Porish 10-13 1-27, Lowis 13-254-438. Rebounds—Oriendo 55 (Roberts, Kite 6), Bas-ton 46 (Pinckney, Parish 13); Assists—Orien-do 22 (Corchient 6), Bession 25 (Bessiey 9). do 22 (Corchion) 6), Boston 25 (Bostov 97, Pheemix 30 27 24 23-194 New Jersey 25 25 31 25-766 Chambers 10-27 9-18 31, Maleria 8-16 8-8 17; Cotemon 11-22 6-12 28, Addison 7-12 5-5 19, Re-bounds—Pheemix 51 (Chambers 11), New Jersey &2 (Bowie, Blaylock 12). Assists—Phoenix 19 (Johnson &), New Jersey 28 (Blaylock ?).

19 (Johnson 8), New Jersey 28 (Bloriock 9).
New York 18 27 27 37—189
Philodelphia 28 39 28 33—119
Ewing 6-18 2-2 14, Storks 8-127-19 24, Moson 7100-0 14; Borkley 12-20 12-1637, Gilliom 19-154424, Howkins-8-13-6-723, Rebounds—New York
37 (Oaktey 9), Philodelphia 51 (Bartiley 14).
Assists—New York 31 (Anthony 11), Philodelphia 25 (Dawkins 19).

BUSINESS SERVICES

12-19 5-630. Owens 10-151-1 21. Hardow 4-4 23. Morclutionis 7-14 6-6 20. Rebo Alexander 1). Assists—Atlanta 20 (Au 7), Golden State 29 (Hardoway 1).

EAST
Brown 70, Rider 60
Bucknell 77, Fordhom 53
Cent. Connecticut 51. 51, Harriard 80
Colone 74. Ladaysite 23
Connecticut 97, Providence 86, OT
Darimouth 62, New Hampshire 56
Georgetown 63, Pithaburgh 59
Jona 65, Siena 62
Lehigh 103, Navy 86
Md-Beitimore County 103, Buffala 80 Md-Battlimore County 103, Bu Niagoro 74, St. Benovesiure Penn 72 American U. 65

| Woshington | 19 27 32 44—112 | Furmon 76 Georgia Southern 70 | Minn | 12 15 37 31—25 | Georgia 72, Vanderbill 76 | Jumes Maxison 56, William & Mary 47 | Maxison 57, Alabamo 77 | Maxison 56 | Georgia 72, Vanderbill 76 | Jumes Maxison 56, William & Mary 47 | Maxison 57 | Alabamo 77 | Maxison 56 | Milliam & Mary 47 | Maxison 56 | Milliam & Mary 47 | Maxison 56 | Milliam & Mary 47 | Milliam & Maxison 56 | Milliam & Mary 47 | Milliam & Maxison 56 | Milliam & Mary 47 | Milliam & Millia

14) Avaists—Woshington 33 (Torner 9), Migran 22 (Coles 8).

Chicage 34 25 32 33—115
Chicage 34 25 32 35—115
Chicage 35 32 35—115
Chicage 36 (Cortwind 10), Choriothe 36
Chicage 60 (Cortwind 10), Choriothe 36
Chicage 60 (Cortwind 10), Choriothe 36
Chicage 60 (Cortwind 10), Choriothe 36
Chicage 61 (Cortwind 10), Choriothe 36
Chicage 61 (Cortwind 10), Choriothe 36
Chicage 62 (Cortwind 10), Choriothe 36
Chicage 61 (Chicage 7)

Leveland 62, 26 34 27 3—115
Chicage 62 (Cortwind 10), Choriothe 36
Chicage 61 (Motore 11), Assists—Incline 33
Mayillione 11), Cleveland 37 (Chicage 34 (Chid 11),
Assists—Missoukes 24 (Chid 11),
Assists—Allisoukes 24 (Chid 11),
Assists—Allisouk

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Major College Scores

renn 72, American U. 65
West Virginia 16, Marshail 76
SOUTH
Auburn 65, South Carolina 68
Austin Pear 103, Mississippi 58
Clemaan 51, Virginia 48

NHL Standings Teck Division
W L T Pts OF GA
30 17 2 62 193 163
29 15 4 60 204 155
24 16 5 51 202 169
22 15 7 51 172 134
17 22 6 40 160 163
14 22 9 37 129 138

CAMPBELL CONFERENCE W L. T Pix GF GA 27 13 6 60 192 153 21 18 6 50 168 163 29 18 10 50 760 167 20 20 4 44 150 159 St, Louis Chicago

· · LAUREN'S * · ·

Tield Wednesday 43; Asido Yilid 37; Arsonat 35; Chelsed 37; Crystal Poloce 35; Everion 34; Tottenham 33; Nottlingham Forest 33; Queens Park Rangers 32; Notwich 30; Oldham 30; Coventry 28; Winsbledon 27; Notts County 27; Sheffield United 27; West Ham 24; Southamo-ENGLISH F.A. CUP

WEDNESDAY'S RESULTS

Boston 2 2 2 1—5
Tornato 7 8 3—2
Ellett (101 2. Bouraue (14), Wiemer 11),
B.Sweeney (3), Dourts (8), Anderson (6), Neely (9), Stets en seed: Boston (an Fuhr) 0-113—34. Torunto (an Maoog) 17-12-10—39,
Los Angeles 2 8 1 9—3
Alimesoula 1 1 1 8—3
Sranata (23), Aliuestod (1), Crais (10),
Gouner (19), Millen (6), Modono (17), Stets on
seed: Los Angeles (an Cosey) 10-5-2-2-26,
Aliunesoula (an Hirodey) 12-15-10-5—42,
MY Remeer 2 1 1 0—4
Cabacty 1 3 0—4
Groves (11), King (8), Stern (9), Rombelm

Catagory
Groves (11), King (8), Stern (9), Ronhelm
(15), Nieuwendyk (12), Nemchinov (23), Roberts (27), Leeich (11), Shots on gool: New
York (on Roese) 10-11-6-3-32, Colpary (on

with won 4-3 on penalties SPANISH KING CUP Third Round
Attetico Modrid 5, Oviedo 8
FC Barcelona 4, Valencia 5
Logrones 6, Costellon 1
Burgos 2, Real Modrid 1
Sparting Gijan 2 Benidorm 8

TENNIS

Australian Open

Courier.

Women's Singles, Semificals
Montes Seles (1), Yuposlavia, del, Aronba
Sanchez Vicario (4), Spain, e-2, 6-2, Marv Joe
Fernandez (7), U.S., del, Gabriela Sabatial
(3), Araentina. 4-1.-4.

TRANSACTIONS

BASEBALL. American Lebyor
CALIFORNIA—Named John McNamore
Secial essement scout-catching instruction, Agreed with Bort Blyleven, officher, and
Jone Gonzalez, putfleider, on minor leosue

SAN DIEGO-Agreed with Rondy Myers.

PITTSBURGH Agreed with Jim Leyland.

lantin, infleider, and Will Taylor, outfleider, to BASKETBALL

fensive backs cooch, SEATTLE—Named Hudson Houck offen-sive line coach. Corence Sheimon running back coach and Bob Bratkowski receivers

xach. TAMPA BAY—Named George Stewart spi

GYMNASTICS

cooch: Martin Kuroyli and Steve Nume as-sistent coaches of U.S. warners team for 1992 individual Assessment U.S. FEOERATION N

Notional Hockey League BOSTON—Agreed to contract extension Ith Andy Moop, goalle, through 1993-94 sec-SIDELINES

MINNESOTA—Traded Brian Glynn, de tenseman, to Edmonton for David Show, de tenseman. NHL—Suspended Wendel Clark, Toronto

NHL—Suspenced Wender Clark Toronto Mople Leafs jeff wins, for three games witn-out poy for match penalty in same on Jan. 16. Suspended Alexander Mogollay, Buffalo Sa-bres right wins, for 10 sames for striking a linesman in game on Jan. 21.

COLLEGE NIT-Poul R. Clarke, assistant director, a signed to occupt position with NBA proper ARMY—Named Joe Sottolana assistan

linebocker cooch.

CAMERON-Roser Hughes, offensive coordinator, resigned to access some job of
Dormouth. SERKELEY—Named Joy Haves outside OUKE—Promoted Jacki Sifor to full-time

OUNCE—Proyected Jack! Sifer to full-little flet hockey cooch, Silar resigned as women's paskstant basketball cooch.

EASTERN NEW MEXICO—Don Corthel, Football Cooch, resigned, Normal Howard Stearns acting coach, through Morch 1.

FORDHAM—Booby Froin, center, fransferred from Texas Christian.

HOLY CROSS—Named Dave Duggan inside linebatter cooks. Defiant Again Edges Stars & Stripes

SAN DIEGO (WP) — In a match both sides described as the most important to date in the young America's Cup season, Dennis Conner's Stars & Stripes swooped down on previously undefeated Defiant oo Wednesday and snatched the lead on the first leg of their race — but

ide ilnebacker cooch. IOAHO STATE—Chuck Pogano, defensive

Carolina.

IOWA STATE—Jim Gibbons, wrestling coch, resigned, effective end of season.

KANSAS—Floyd Temple, baseball couch and assistant athletic director, resigned, effective in June.

METHODIST—Named James Carroll Sy-

METHODIST—Named James Carroll Sypult, football cooch,
MIAMI—Signed Dennis Erickson, football
cooch, to flve-year controct. Promoted Ed
Orgeron, casistant defensive line cooch to
defensive line cooch, Named Randy Shannon
assistant defensive line cooch, Named Rick
Greenson senfor essociate athlotic director,
MISSOURI—Andy Reld, offensive line
cooch, resigned

MONTANA-Suspended Anthony May MONTANA—Suspended Anthony May-field, forward, for one week effer his arreal Jan. 19 for barroom browl. Put Travis De-Cuire, baskebaß guard, on probation for rest of second for involvement in browl. NEVADA—Named Jeff Harton casaistant

NEW MEXICO STATE-Smithy HILL 0935-January.
NICHOLS—Announced the resignation of Rich Metra, hockey cooch, Named Bob Lavin

hockey cooch, POINT PARK—Named Richard Albertans soccer cooch, SAM HOUSTON STATE—Announced the resignation of Dr. Robert L. Case, athletic director, to return full lime to his occidentic

post, effective June 1. SAN DIEGO STATE—Fired Dove Lay, offensive coordinator.

SAN JOSE STATE—Terry Shea, football coach, resigned, Named Ron Turner football

ST. JOSEPH'S-Added Mike McCormici and Stave Savage, guards, to basektboll team SOUTHERN—Named Marino Casem Inter

SOUTHERN CALIPORNIA-Announce the Mazto Royster, running back, will forest his final year of eligibility and apply for the IFL Gross. TULANE—Named Brud Bickneil offensive coordinator and Bob Pruett defensive coordi

OCTOSSE COOCH.
WEST VIRGINIA—Named Larry Ho

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Advances Division

29 15 4 62 152 110

33 18 5 51 164 159

16 22 8 40 160 171

15 32 6 36 33 150

11 29 5 27 141 186

SOCCER ENGLISH FIRST DIVISION Monchester United T, Aston Villa 0 Stapellags: Manchester United 55; Leods S2; Liverpool 44; Manchester City 44; Shef-field Wednesday 43; Aston Villa 37; Arsonal

Third Round Replay Newcostle 2, Bournemouth 2 OT (Bourne

Sevilto 1, Murcia 0 Athletic Bilboo 3, Betis 9

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MILWAUKEE-Aureed with Chris Boole MiLWAUKEE—Agreed with Chris Boole, pitcher, on one-year contract.

NEW YORK—Agreed to terms with Mike Stonley, cutcher, on contract with Columbus. Infernational League.

SEATTLE—Named Ivan DeJesus manager of Son Bernardina, California League, and Marc Hill manager of Peninsula, Coroline

SAN OIEGO—Astreed with Randy Myers, pitcher, on one-year contract.

CINC(NAT)—Agreed with Scoti Bankhaod, pitcher, on one-year contract. Agreed with Dave Martinez, autilieider, and Trevor Haffman, pitcher, on one-year contracts.

COLDRADO—Stoned Jose Rolando Matos and Ofnedo Mendaz, pitchers; Griso Christopher, second bosenan; Wandel Garda, cotcher, and Pedro Hernandez, outflekter.

FLORIOA—Named Jonathan D. Mariner vice president of fingance.

LOS ANGELES—Agreed with Jim Gott, pitcher, on one-year contract.

NEW YORK METS—Traded Mark Carread, outflekter, in

rean, outfielder, and Tany Castilto Pitcher, to Detroit for Poul Gibson and Randy Marshall,

PITTSBURGH—Agreed with Jim Leylond, manager, on five-year contract. Agreed with Gary Varsho, auffielder, on one-year contract, invited Cacil Espy, Jose Tolentino, Ty Goiney and Keith Willer, auffielders: Jose Rodfield, Infleider: Willer, auffielders: Jose Rodfield, Infleider: Miller, auffielders, and Rodfield Dhom and Blas Minor, pilichers, and Sriam Dorsett, cotcher, to training came as non-roster players.

ST. LOUIS—Agreed to terms with Tom Pognazzi, coldrer, on a new-year contract. sozzi, colicher, on a one-year contract. SAN DIEGO—Agreed with Rondy Myer: pitcher, on one-year contract, Signed Jose Vo

National Basketbati Association NBA—Fined Par Riley, New York cooch. 12,500, for criticizing officials. CHARLOTTE—Activated J.R. Reid.center,

CHARLOTTE—Activated J.R. Reid, center, from injured list.

DE TROIT—Signed Gerato Henderson, guard, to 10-day contract.

HOUSTON—Signed Avery Johnson, sward, to second 10-day contract.

PHILADELPHIA—Named Bill Autr offensive line cooch. Put Mitchell Wiggins, sward, on injured list. Activated David Hopean, center, from Injured list.

SAN FRANCISCO—Named Jeff Fisher defensive backs cooch.

ial leams cooch, POOTBALL National Football League OENVER—Fired Miles Shanshan, offen

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DELIVERY IN KEY CITIES

in an exhibition match in Aracaju, Brazil.

(AP)

Greg Haugen, the former World Boxing Association junior welterweight champion and International Boxing Federation lightweight titleholder, will meet the former WBA champion Ray Mancini in a 12-round bout April 3 in Reno, Nevada, it was announced Wednesday. (UPI) South Africa's first match after returning from soccer isolation will be at Wembley against a team chosen from England's proposed Premier League, The Independent, a London daily, reported Thursday. The paper said South Africa was scheduled to be readmitted by FIFA, soccer's

Macedonia to Leave Yugoslav Sports

BELGRADE (AP) - Macedonia will join Slovenia and Croatia in the boycott of Yugoslav sports, oews reports said Thursday.

Macedonia's government said it would announce the withdrawal of its

athletes from Yugoslavia's national teams and its squads from the country's domestic leagues by the beginning of February. Slovenia and Croatia have split from Yugoslavia and have been

recognized as independent states by dozens of countries and internation-

al sports organizations. Macedonia's planned decision to join the boycott could further hurt what is left of Yugoslavia's sports, especially soccer.

Darko Pancev and Ilija Najdoski, both Macedonians, are outstanding

Conner oever was able to pull away from the hard-charging Defiant,

skippered by Buddy Melges, and finally was tripped up oo the sixth leg

when his rudder fouled a clump of kelp, which slowed the boat and gave

The victory put Defiant's record at 5-0 in the first round of trials to select a Cup defender. Conner fell to 2-3, with all three losses coming to Defiant. The third boat in the trials, Defiant's stablemate Jayhawk, is 0-4.

Striker Elivelton scored two goals and helped force in another as Brazil's Olympic soccer team beat the United States, 3-0, on Wednesday

world governing body, July 3 and then could resume playing international games.

(AP)

Eric Cantona, 25, the volatile French star who retired from soccer in December after being banned for two mooths, has reached an agreement in principle to be loaned by his French elub, Nîmes, to the English first division team Sheffield Wednesday, his lawyer said Thursday. (AFP)

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OBSERVER

Six Tough Questions

By Russell Baker

NEW YORK - Now that we have been told everything we always wanted to know about sex but were afraid to ask, could somebody please tell us the answers to some other questions we've been afraid 10 ask because the answers are probably so obvious that asking the questions would make us look stupid?

Question I: Why does the United States have to import paper clips from Taiwan? Cars from Japan are one thing. Making a car may take a lot of good old Japanese know-how, which may be beyond Americans at the moment. But paper clips?

You mean to say Americans are too dumh to bend a flimsy little piece of metal three times, then put t in a flimsy cardboard box with a lot of other flimsy little bent pieces of metal, and send the boxes to the local stationery store?

You mean to say it's cheaper to bend this metal in Taiwan, then ship it all the way across the Pacific, then all over the continental United States, than it is to make them down by the gas works and have them delivered around town by kids on bicycles?

Obviously that's exactly what you mean to say, or every paper clip in this house would not be made on the other side of the world. Is it dumb to ask what's wrong bere anybow?

Question 2: Speaking of Japanese car know-bow, why do President Bush and the Detroit auto big shots go to such pains to make Americans look like whiners by trying to make the Japanese buy more American cars?

Are we wrong in thinking the problem is not that the Japanese aren't buying enough American cars, but that the Americans aren't buying enough American cars? Wouldn't it make more sense for the president and Detroit big shots to persuade Americans to buy more American cars?

Question 3: Speaking of Detroit, doesn't the political campaign to put tougher trade restrictions on Japanese car imports amount to the same thing as trying to give Detroit a government handout?

Why is it that when government takes care of large industries its tenderness is called "tougher trade policy" instead of "welfare"? If New Jersey bas a good idea in cutting off added welfare payments to mothers

who don't stop having babies, isn't it an equally good idea, if the government starts subsidizing the anto in-dustry, to cut the subsidy every time car tycoons conclude a losing year by giving themselves a pay raise?

Question 4: Speaking of New Jersey, why did the Republicans there scream when the outgoing Democratic legislature proposed repealing Governor Jim Florio's

Didn't the new Republican legislature get itself elected by sympathizing loudly with the public's hatred for the cruel, hrutal, unfair, beastly, not to say monstrous taxes enacted by the Florio Democrats? Shouldn't the Republicans, then, have supported the outgoing legislature's attempt to rid New Jersey of this burden?

Can it be that New Jersey Republicans secretly believe tax revenue, especially when provided by hrutal Democratic governance, is actually wonderful stuff for politicians to have at their disposal?

But wby are there no outraged taxpayer demonstrations against the Republicans for refusing to support repeal of the punitive Florio taxes? ls it because American voters are more hardened to being conned by Republican than Democratic gov ernments, hence more stoical about it when betrayed by the GOP?

Question 5: Why does the stock market reach record beights at the very moment the president of the United States declares the national economy is in a "free fall"? Does this mean that what's bad for the average American is terrific for Wall Street? And does it work the other way around? Would the economy snap out of the present slump if only the stock market would collapse?

Honestly, now, is there any difference between playing the stock market and taking your bankroll down to the big casino on the Jersey shore?

Ouestion 6: Why do serious people keep saying Dan Quavle is "not as bad as be's made out to be"? The question isn't what degree of badness Quayle measures out at, Most of us probably aren't as bad as a lot of people think we are, but does that put us among the top 500 peo-ple most qualified to be president? Why doesn't anybody ever say, "Dan Quayle would make a great president"?

New York Times Service

Hal Roach at 100: Keep 'em Laughing

By William Grimes New York Times Service

WASHINGTON — The cinema cele-brates its 100th birthday next year. hut Hal Roach got there first.

The man who paired Laurel with Hardy. put black glasses on Harold Lloyd and cranked out more than 200 Our Gang comedies began his second century last week, and Thursday night the Smithsonian Resident Associate Program was scheduled to honor him at the National Museum of Natural History here.

The evening's events include screenings of "The Pip From Pittsburgh." a 1931 Charlie Chase comedy, and "Helpmates," a 1932 Laurel and Hardy classic.

Along with birthday cake and champagne, Roach was to receive the James Smithson Medal, the Smithsonian's highest award, given "in recognition of exceptional contributions to art, science, history, education and technology

Roach, who lives in Bel Air. California. relies on a hearing aid these days, and getting out of a chair is a minor event. But his vision is sharp, his memory runneth over, and he has some decided opinions on Hollywood comedies.

They don't make the right kind of thing," he said in an interview at his hotel here Wednesday. "You can't make people laugh for more than half an hour and be consistent.

Therein lay the secret of the 30-minute 2reelers that Roach and other comedy directors turned out by the hundreds in the early days of film. "The important thing, once you get 'em laughing, is to keep 'em laughing until you're through," he said,
"With a 90-minute feature, you've got to

stop the laughter and then pick it up again. which is to lop a half-hour off the typical feature film, run a comedy short before it. and thereby give parents and their children a reason to go to the movies together.

Roach is brimful of ideas and projects. You don't just tell your brain to go to sleep." he said. "I have a very good game show, two leature pictures that would be very good, and I bave a show that would be the finest drama on television. It's for my own amusement. I'm kind of lazy and haven't approached anyone. The game show, said Roach, is based on

game he used to play in the car with Harold Lloyd and four other actors on the way to film locations.

A kind of spelling bee with a bluffing element thrown in, it would involve audience participation, with viewers invited to send in words for consestants to spell. "The tinng that I like about it is the

people watching the show have a great chance at winning some money, especially if that last word is a real toughie," said Roach. One idea for a feature comedy is "Punch and Hudy," about the two toughest convicts in a prison who, inexplicably, get along with no one but each other. Roach admitted that the idea is "Laurel and Har-

dy Go to Jail," more or less. Skillful recycling, of course, was a key to survival in the early days of Hollywood. In many cases it sustained entire careers. Reach said Stan Laurel often came to the

rescue when comic bits that looked good on paper did not work in front of the carneras. "He was English, and he remembered a lot of very funny visual acts that were great for comedies," Roach said, "Laurel could almost always come up with an old idea that was English. Charlie Chaplin lived on those. That's where he got his comedy 100 percent.

One of the most famous Chaplin gags, the shoe-eating scene in "The Gold Rush." was lifted directly from English vaudeville, said Roach.

"It was a bit about tramps under a hridge, and a one-legged guy who wanders in with a new pair of shoes around his neck. The other guys convince him to boil one of the sboes for dinner, but they make a mistake and cook the wrong shoe."

Roach fondly remembers Harold Lloyd as the biggest money maker he ever got his hands on. He said he used to watch the actor closely when they both worked on a dozen films at Universal,

"On every one of those pictures," he said. I was watching him all the way through, seeing the way he played even lesser parts with great finesse."

Roach continued. "But he was one of the best actors around. He played a comedian. He never said, 'What do I do next?' He said. 'What does he do next.' And be was never much until he put the glasses on.

The idea for the famous glasses, Roach recalled, came up by accident, when Earl

said Roach. A black pair made their way to Lloyd's face, with results that still cause Roach to hearn with pleasure. "As soon as we put the glasses on him, he Eliseonia & Davis/The Washington Pos

Movie pioneer Hal Roach: "The theaters wanted laughter."

made enough money off him to build the Hal Roach Studios.

That was in 1919, and over the next 40 ears, the studio produced, in addition to the Harold Lloyd films, comedies by the Our Gang troupe. Laurel and Hardy and Charlie Chase, as well as the "Topper" films with Cary Grant and Constance Bennett, and "Of Mice and Men."

The roster of actors who passed through the studio's doors included Jean Harlow, Harry Langdon, Will Rogers, Thelma Todd and ZaSu Pitts. Ronald Reagan made training films at "Fort Roach" when the studio was taken over by the War Department in the early '40s.

The studio's sophisticated, conceptual comedy stood in marked contrast to the work of Mack Sennett, the king of slapstick. Roach does not seem to think all that

much of his old rival. "Everyone knocked themselves down, picked themselves up," he said dismissively. Even worse was the intrusion of Sen-

"To get this tremendous publicity, he had to put these gals in every picture," Roach said, "But they were not funny. So when he cut to the girls, the laughing had to stop. "But the theaters wanted laughter, so all of a sudden I was getting almost twice the money be was getting for the same kind of

Money comes up a lot when Roach talks about film. Names may occasionally escape him, but never a salary or a box office figure. And a clever bit of improvising that paid off puts him in seventh heaven. He recounted the tale of a panic meeting of the film producers' association after a rash of bank closings in 1924.

"Everybody was scared they couldn't pay their stars." Roach recalled. "I got up and said: 'To bell with the stars, You're the guys that make the pictures, If you can't do anything else, star a borse.' And I walked out and made 'King of the Wild Horses,'

sold them for \$10,000 to Fox."

PEOPLE

图 5

CNN, Mexican Museum Win Onassis Awards

Cable News Network International, the National Museum of Anthropology and History in Mexico City, Jacques Deiors president of the European Commission, and Gro Harlem Brandtland, prime minister of Norway, were named Thursday as recipients of the 1992 Onassis Foundation Awards. The prizes are worth \$100,000 each. loannis Georgakis, president of the foundation set up under the will of the late Greek shipping magnate Aristotle Omssis, said the prize to CNN was for "a decade of achievement in providing viewers with timely and in-depth coverage of news around the world."

It could be Elizabeth Taylor biggest extravaganza sing "Clapatra." Her 60th birthday barttagoing to be at Disneyland n Astronomic California Theory California Theory California Theory California Theory California Theory beim, California. The part will closed the night of Feh. It at but a thousand of her friends. Disney executives, including lichael Esner, are working out it details with Taylor while the reard and movie producer David Offen lining up the entertainme

Norman Mailer offers opinions on sex and proce chat with David Frost the seen Friday on the United Public Broadcasting There is nothing safe about the Mailer says. There never a AIDS is just a way of remain what people knew 100 year.

Syphilis used to kill copi it isn't as if AIDS has committed.

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